

Careers in the Web
for maths and stats people
at
1,000 kph

University of Melbourne

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About me

BSc Hons (Comp Sci), 1985.

Never had a “job”.

Freelancing for 10 years.

Startups.

Two Rules

To improve the odds of career “success”:

1. Do a good job
2. Work somewhere that’s growing

How to do a good job

1. Consciously cultivate a work ethic
2. Be willing to learn
 1. Know who your client is
 2. Be clear about what you're doing and why you're doing it
 3. No surprises

Be somewhere that's growing

Moore's Law is with us for a while yet.

An IT&T revolution.

One aspect of which is the web.

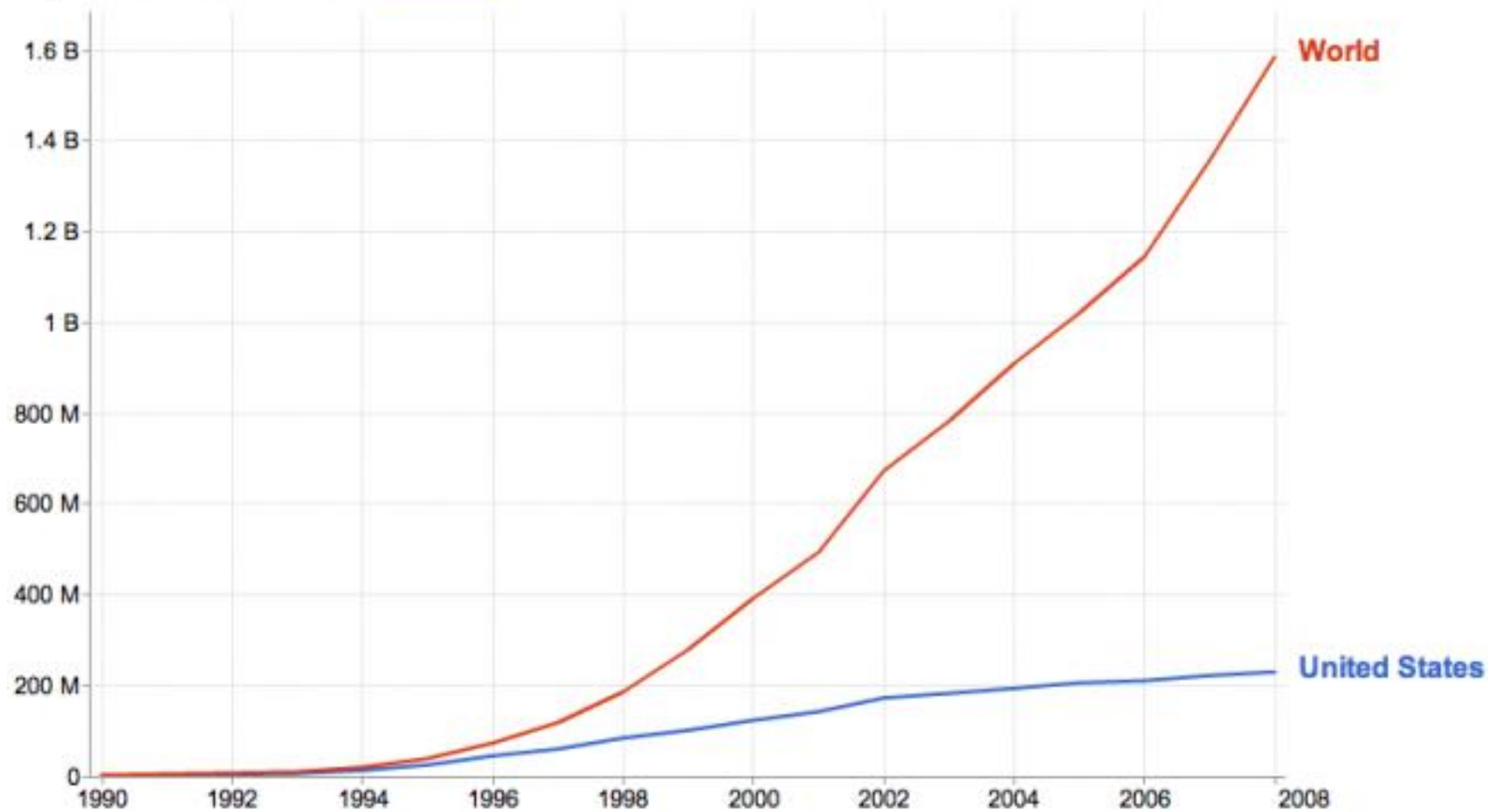
The web is growing

Number of websites (1990 - 2008)



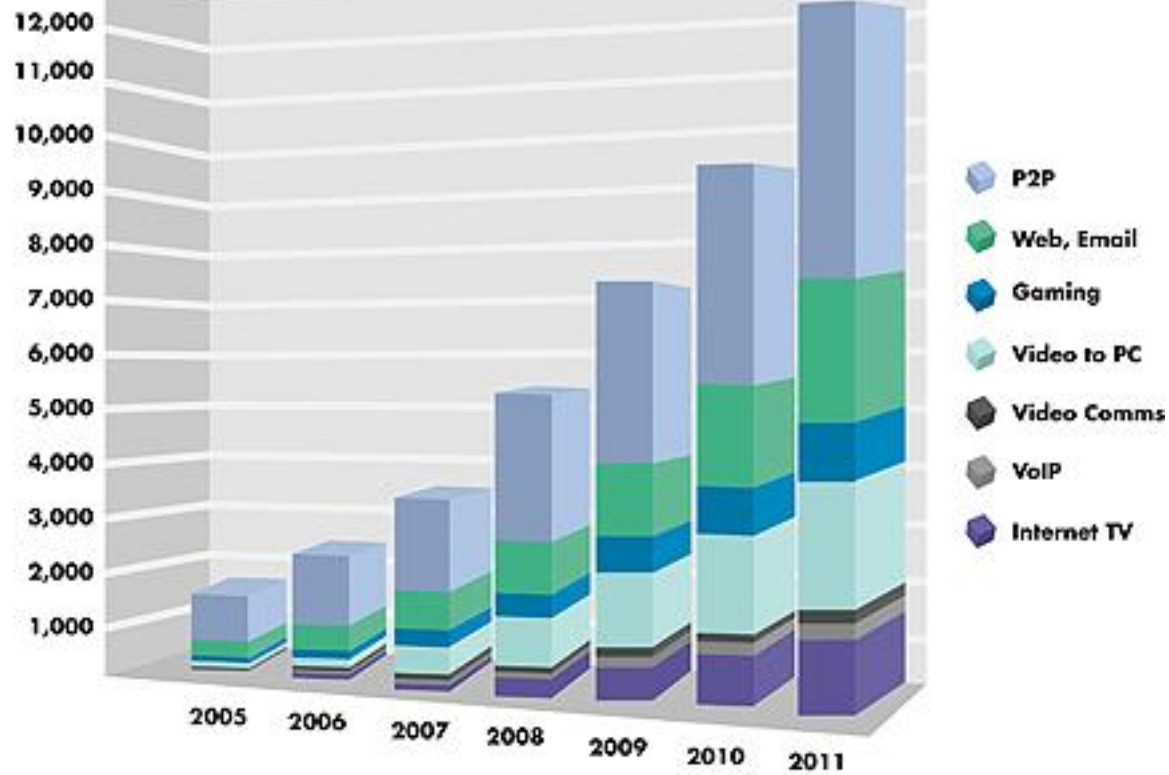
Internet users

People with access to the Internet. [More info »](#)



Data source: [World Bank, World Development Indicators](#) - Last updated July 26, 2010

INTERNET TRAFFIC (TERABYTES PER MONTH)



Three example problems

#1: a subscription business

What's the key metric?

learnable.com – online learning for web designers and web developers

#2: a one side of a marketplace

A problem involving buyers...

flippa.com is the #1 place in the world to buy and sell web sites.

#3: the other side of a marketplace

A problem involving sellers...

T-shaped people

(valuable at startups)



Consider us

jobs at [sitepointgroup dot com](http://sitepointgroup.com)

But if not us
then somewhere else
that's growing



"I hate a 'yes man', don't you?"

Questions?

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