

# ROBERT WALTERS NEW ZEALAND PROCUREMENT & SUPPLY CHAIN AUCKLAND MARKET UPDATE

QUARTER TWO 2010



Welcome to Robert Walters' specialist market update, designed to provide you with an insight into the very latest recruitment market and salary trends across the procurement and supply chain sector.

We provide a truly consultative service and offer professional advice, insight and market information whether you are recruiting or not. Our consultants have in-depth expertise and knowledge of the procurement and supply chain marketplace and possess a high level of specialist sector based experience. We offer a fully integrated service, through experienced team members who possess a wide range of recruitment skills and specialist knowledge, combined with hands-on experience from within the procurement and supply chain sector.

Simon Macfarlane  
Manager – Procurement & Supply Chain division  
T: 09 302 2280  
E: [simon.macfarlane@robertwalters.co.nz](mailto:simon.macfarlane@robertwalters.co.nz)

## MARKET UPDATE

Client and candidate activity increased during quarter two as confidence in the market conditions continued to improve.

Candidates who had previously delayed a move to a new role, reticent to take a perceived risk during the Global Financial Crisis became more comfortable about actively exploring new opportunities in an effort to progress their careers. Job searches that had previously been put on hold were reactivated.

Across the private sector, organisations found senior management teams more receptive to signing off projects and headcount as operating conditions continued to stabilise. This resulted in more strategically important roles being recruited across both the procurement and supply chain markets.

Permanent recruitment across the public and government sector in Auckland remained slow as organisations awaited decisions and the influencing effects of the super city formation. There was a small increase in contract recruitment as these organisations juggled resources in the short-term, whilst awaiting confirmation of long-term structures.



[www.robertwalters.co.nz](http://www.robertwalters.co.nz)

AUSTRALASIA ASIA AFRICA EUROPE NORTH AMERICA

ROBERT WALTERS



## ROLES IN DEMAND

The procurement market continued to demand professionals with a background in information, communication and technology markets, with proven experience in sourcing, negotiating and managing large complex contracts in this area.

Clients became more receptive to considering international candidates for hard to fill roles where there were fewer candidates available locally. However, clients still demanded a close skills fit and would only explore candidates who could demonstrate a full commitment to relocating to New Zealand with a firm arrival date.

The supply chain market remained strong, consistently driving the need for candidates with strong analytical and relationship management skills. In particular, the FMCG markets focused on developing planning processes and hence we saw requirements for supply, demand and production planning skill sets continue. We also saw an increase in transport and warehouse management roles at a senior level as clients focused on attracting skills sets to help utilise assets and resources effectively, continuing the theme from 2009 of doing more with less.

## OUTLOOK

The outlook for the third quarter of 2010 continues to look positive. We expect to see an ongoing demand for both procurement and supply chain professionals with excellent communication and relationship management skills, balanced with good strong commercial and analytical skills.

It is likely that our clients will continue to avoid risk and maintain high expectations throughout the recruitment process. Specifically, clients will remain very particular when assessing skills, culture fit and the relevance of industry experience demonstrated by candidates.

## SALARY SURVEY PROCUREMENT & SUPPLY CHAIN

ROLE	PERMANENT SALARY PER ANNUM \$NZ	CONTRACT RATE PER HOUR (PAYE)
PROCUREMENT DIRECTOR /CPO	\$150 – 250k	\$75 – 120
PROCUREMENT MANAGER	\$90 – 160k	\$60 – 80
PROCUREMENT SPECIALIST	\$75 – 110k	\$40 – 60
PROCUREMENT COORDINATOR	\$50 – 80k	\$25 – 40
PURCHASING MANAGER (MANUFACTURING)	\$70 – 120k	\$40 – 65
PURCHASING COORDINATOR (MANUFACTURING)	\$45 – 75k	\$25 – 40
OPERATIONS DIRECTOR	\$130 – 220k	\$75 – 95
SUPPLY CHAIN DIRECTOR	\$150 – 250k	\$75 – 120
SUPPLY CHAIN MANAGER	\$75 – 150k	\$50 – 80
SUPPLY CHAIN ANALYST	\$50 – 85k	\$40 – 65
LOGISTICS DIRECTOR	\$130 – 220k	\$75 – 120
LOGISTICS MANAGER	\$70 – 150k	\$50 – 80
SUPPLY/DEMAND PLANNER	\$70 – 100k	\$35 – 50
SUPPLY/DEMAND PLANNING MANAGER	\$90 – 130k	\$40 – 65
TRANSPORT MANAGER	\$70 – 150k	\$35 – 60
DISTRIBUTION MANAGER	\$70 – 150k	\$35 – 60

## REQUEST YOUR COPY: 2010 SALARY SURVEY

Our 2010 survey, now in it's eleventh year, covers salaries and market trends across the globe.

To request a copy call one of the team or alternatively, download the survey online at:

[www.robertwalters.co.nz/salariesurveyrequest](http://www.robertwalters.co.nz/salariesurveyrequest)



## ABOUT ROBERT WALTERS

**Robert Walters** is a leading global recruitment consultancy, specialising in placing high calibre professionals into permanent, contract and temporary positions at all levels. We have an established network of 38 offices across five continents. In New Zealand, the Group specialises in the following fields:

- Accounting & Finance
- Banking & Financial Services
- Human Resources
- Information Technology
- Legal
- Procurement & Supply Chain
- Sales & Marketing
- Secretarial & Business Support

**Robert Walters Auckland**  
(09) 302 2280

**Robert Walters Wellington**  
(04) 499 7711

[www.robertwalters.co.nz](http://www.robertwalters.co.nz)

AUSTRALASIA ASIA AFRICA EUROPE NORTH AMERICA

**ROBERT WALTERS**