

ROBERT WALTERS NEW ZEALAND PROCUREMENT & SUPPLY CHAIN WELLINGTON 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.

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MARKET UPDATE

As hiring ground to a halt in many sectors in 2009, most employees elected to sit tight in their current role, albeit that many were dissatisfied with their situation. However, in the first two quarters of 2010 they gradually began to gain the confidence to investigate opportunities which began to start significant movement in the New Zealand employment market. As candidate activity increased, organisations began to recognise the need to proactively market themselves to potential candidates and align themselves with a recruitment firm who could act as an extension of their brand at all times.

The procurement market was steady during the first two quarters of 2010, with strong demand for senior procurement specialists and category managers, particularly in the area of ICT. Once again, demand existed across both the public and private sectors. There was also a trend towards hiring experienced contractors as permanent headcount was still hard to obtain.

As many employees were subject to pay freezes, restructures and increased expectations on their time in 2009, as conditions improved in 2010 they were likely to look to move organisations if they did not receive suitable reparations for the additional work had taken on. Again, this began to result in greater market movement and presented a good opportunity to recruit highly skilled candidates who wished to explore new opportunities. Conversely, this presented a significant threat to those organisations who managed the downturn poorly.



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OUTLOOK

The outlook for the procurement and supply chain market continues to look positive as increased business confidence means that clients are moving ahead with recruitment initiatives that had previously been deferred.

Whilst we are seeing signs of increased activity across the procurement and supply chain markets, extensive justification is still required for external recruitment. Our clients will continue to recruit carefully, avoiding risk and identifying candidates who are able to add value to the business in the long-term.

Due to the slow recovery of the procurement and supply chain market in the UK we have recently received a number of enquiries from MCIPS qualified procurement practitioners investigating opportunities in New Zealand. These candidates have varied backgrounds with representatives from both the public and private sectors looking to increase their work-life balance and overall quality of life in New Zealand. We advise these candidates that if they are seriously considering relocating to New Zealand, they need to demonstrate commitment to potential employers having a definite arrival date in New Zealand.

In summary, the market will gradually improve throughout 2010 as employer and candidate confidence returns. Whilst budgetary pressures in the public sector continue, we anticipate a general increase in movement and demand across all sectors from the lows of 2009.

SALARY SURVEY PROCUREMENT & SUPPLY CHAIN

ROLE	PERMANENT SALARY PER ANNUM \$NZ
PROCUREMENT DIRECTOR	\$120 – 180k
PROCUREMENT MANAGER	\$100 – 150k
CONTRACTS MANAGER	\$70 – 100k
PROCUREMENT SPECIALIST	\$65 – 120k
TENDERS ADVISOR	\$55 – 70k
CONTRACTS ADMINISTRATOR	\$50 – 60k
PROCUREMENT COORDINATOR	\$45 – 60k

REQUEST YOUR COPY: 2010 SALARY SURVEY

Our 2010 survey, now in its 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



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

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