

Snapshot Market Update - October 2011

Category Manager – Corporate Services

Definition: Category Manager

A true Category Manager organises the resources of the procurement team to focus externally onto the supply markets of an organisation in order to fully leverage purchasing decisions across a business. Benefits include better value for money through aggregation of demand; standardising requirements in terms of specification, quantity and purchasing authorisation; skilled procurement practitioners employ appropriate tools, frameworks and methodologies actively in procurement processes; monitor market activity and perform robust analysis.

Corporate Services encompasses HR/Labour, Marketing, Stationery, Uniforms, Catering, Office Equipment etc

Market Dynamics - NSW

Position	Total	Passive	Active	Available
Procurement Manager	51	31	16	4
Category Manager - Corporate Services	57	34	20	3

There are currently 51 Tier 1 **Procurement Manager** candidates in *true* functional management roles across all industry sectors in Sydney. Of these, 16 are *Active* (seeking alternative permanent employment), 4 are *Available Immediately* and the remaining are *Passive* (not actively seeking alternative employment).

There are currently 57 Tier 1 **Category Manager - Corporate Services** candidates in *true* end to end CM roles across all industry sectors in Sydney. Of these, 20 are *Active* (seeking alternative permanent employment), 3 are *Available Immediately* and the remaining are *Passive* (not actively seeking alternative employment).

In 2011 to date, Jigsaw has successfully recruited 12 Procurement Manager positions and 21 Category Manager – Corporate Services position. The majority of anticipated vacancies for management level procurement positions in NSW through 2011/12 will be across Financial Services, Manufacturing, Pharma, Services and the Public Sector.

Skills in highest demand are expected to be Stakeholder Engagement, IT/Technology, Teambuilding,

Salary Data

Median average salaries per job type across all industry sectors. Real-time data sampled from Jigsaw's global network of procurement practitioners.

Position	State	Type	Current Salary
Procurement Manager	NSW	Perm	\$187,872 pa
Category Manager - Corporate Services	NSW	Perm	\$154,574 pa
Category Manager – Technology	NSW	Perm	\$172,338 pa