

Snapshot Market Update - July 2011

FMCG Market Data

Salary Data

Using Jigsaw Search's 'Real Time Salary Guide', the following information has been taken from **1095** candidates currently working in the **FMCG industry**.

Procurement Analyst Definition

Procurement analysts provide supplier and spend data in order to identify potential problems and opportunities for the procurement department

Title	Current Salary (Total package)	Wanted Salary (Total Package)
Procurement Analyst	\$90,000	\$99,000

Category Manager Definition

The management of end-to-end procurement for a given portfolio of spend. This end-to-end process incorporates stakeholder engagement, business diagnostic, strategy development, strategy implementation, contract management, vendor management, supplier development and strategic review.

Category (Location Victoria)	Current Salary	Wanted Salary
Ingredients	\$150,300	\$163,300
Packaging	\$148,542	\$159,000
Capital	\$145,000	\$160,000
MRO	\$150,000	\$150,000
Corporate Services	\$147,000	\$153,000
Contract Manufacturing	\$150,000	\$170,000

Procurement Manager Definition

Leads procurement teams covering category management and sourcing and the execution of all initiatives. Responsible for deliverables on a national or regional basis.

Responsibility	Current Salary	Wanted Salary
National	\$188,800	\$205,000
Regional (APAC)	\$215,000	\$238,000

Procurement Director Definition

The figure head and leader of the procurement function within a business. Generally reporting to 'C' level and is a part of the senior management team.

Responsibility	Currently Salary	Wanted Salary
National	\$272,000	\$287,000
Regional (APAC)	\$386,333	\$416,667

Recruitment Overview 2011

In 2011, Jigsaw Search has recruited 14 roles within the FMCG industry which includes 9 Category Managers, 4 Procurement Managers and 1 Process and Systems Manager. We are currently experiencing demand for candidates with regional and low cost country sourcing experience. The most sort after category knowledge is ingredients followed by packaging and professional services.