

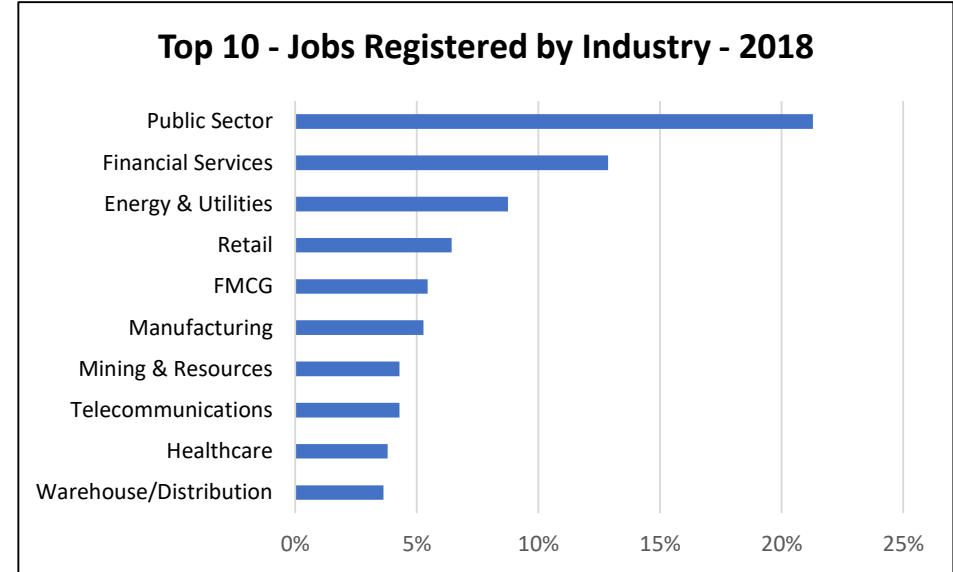
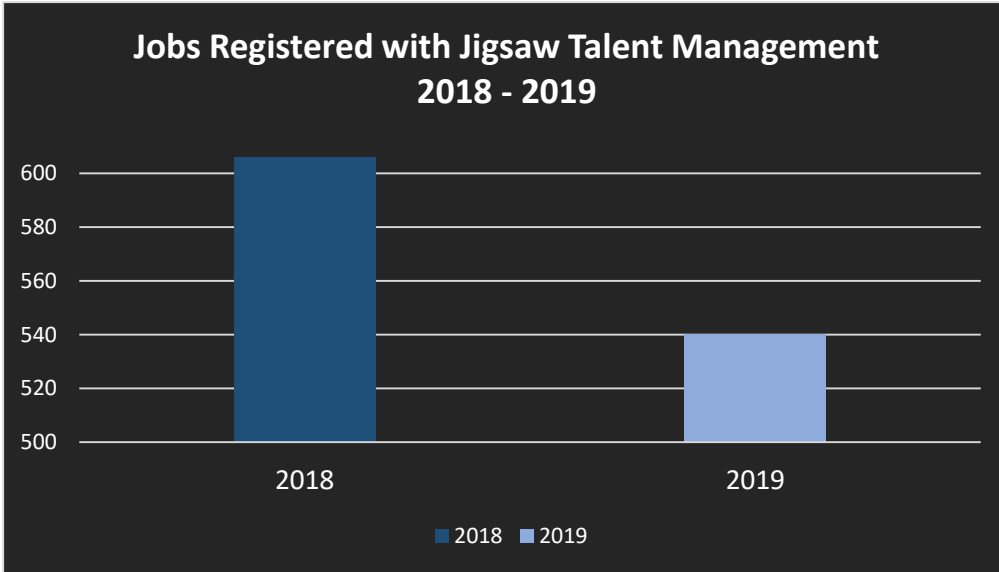


Annual Market Snapshot

Procurement

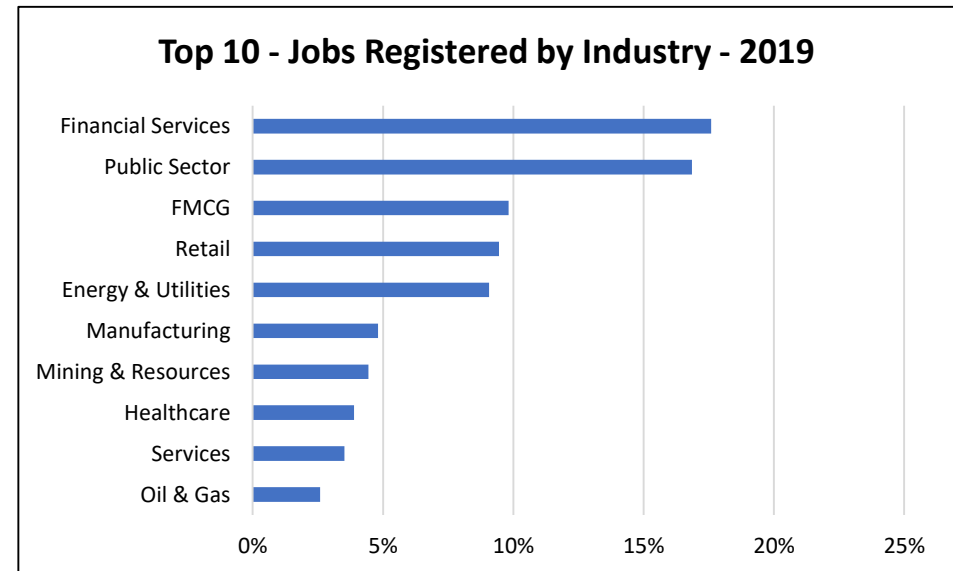
2019

Jobs Registered with Jigsaw Talent Management: 2018 - 2019

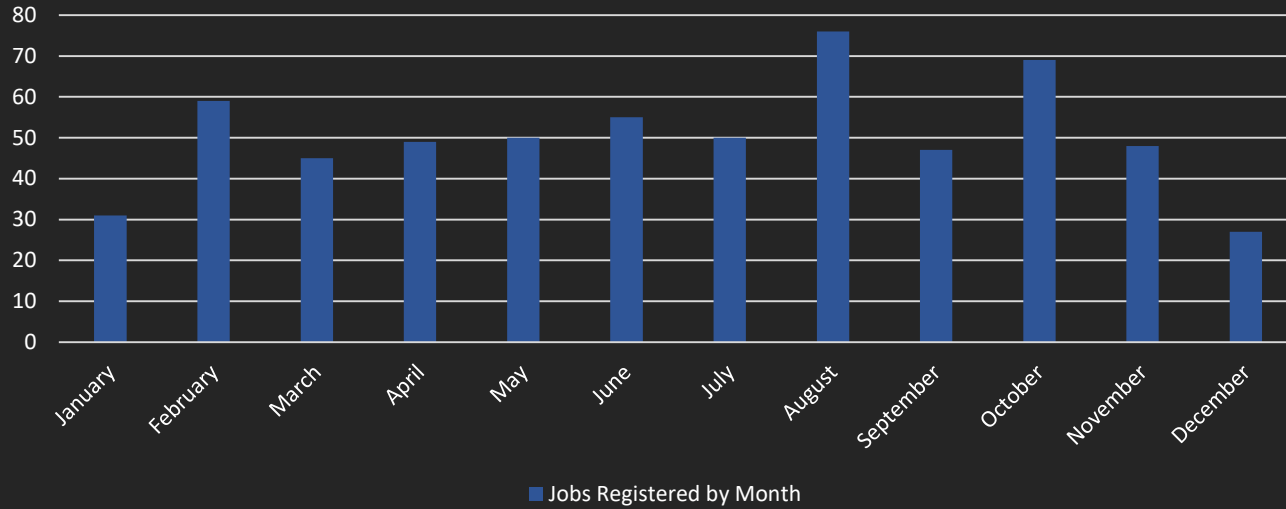


DATA INSIGHTS

The procurement job demand in 2018 was dominated by Government (21%), Utilities (9%) and Financial Services (13%). 2019 experienced similar job demand across Finance (18%) and Government (17%). In addition there was an increase in job demand of 50% from the previous year in Retail and FMCG. This was due in part to businesses localising procurement operations with real world supply and economic pressure changing consumer behaviour.



Jobs Registered by Month 2018

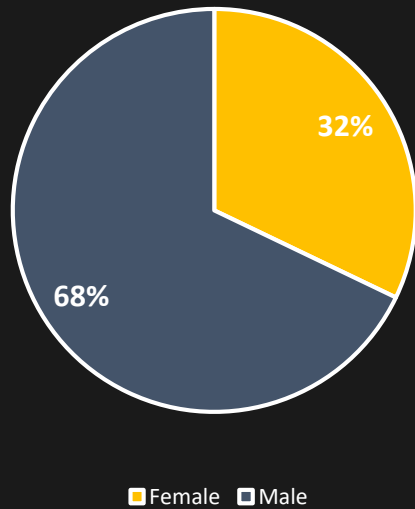


Jobs Registered by Month 2019



Jigsaw TM's Placed Candidates: 2018 - 2019

Placed Candidates by Gender
2018 - 2019



DATA INSIGHTS

The gender split across all procurement is 1-3 ratio - female to male. If we look at the placements made across all sectors apart from manufacturing, female appointments have exceeded market supply. 32% of the market is female, yet female placements made up 57% of appointments in Government, 43% in Financial Services and nearly 50% in Utilities, 33% for Retail (in line with market volume), 50% Mining, 66% Healthcare and near enough 50% for Telecoms and Services.

Most procurement professionals assisted with their next career move in 2019 landed roles in either Government, Banking, Utilities or Retail. Jigsaw see Mining and Healthcare as growing sectors and 2020 – 2021 will see increase from 4% contribution.

Australian landscape is Opex focussed rather than Capex/Materials. Procurement professionals with Opex experience are typically in higher demand. Capex and Raw material procurement is far less in demand but pays a premium as procurement talent pools are shrinking in these categories.

Top 10 - Placed Candidates by Industry

Public Sector	23%
Financial Services	16%
Energy & Utilities	8%
Retail	7%
FMCG	6%
Manufacturing	4%
Mining & Resources	4%
Healthcare	4%
Services	4%
Telecommunications	4%

Top 10 - Placed Candidates by Industry & Gender

	F	M
Public Sector	27%	20%
Financial Services	20%	15%
Energy & Utilities	9%	8%
Retail	4%	8%
FMCG	4%	7%
Manufacturing	1%	6%
Mining & Resources	4%	4%
Healthcare	6%	3%
Services	3%	4%
Telecommunications	4%	4%



To discuss or comment on the information presented, please
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JIGSAW TALENT MANAGEMENT

