

Snapshot Market Update

Quarter 4, 2011

Adelaide Procurement Market

Market Dynamics - Overview

There are currently 51 procurement professional registered with Jigsaw Search in South Australia, of these 33 are classified, through our established technical vetting and candidate pre-qualification interview process, as Tier 1. Within the "Direct Spend" portfolio there are 26 (3 available, 12 active, 11 passive) and within the "Indirect Spend" portfolio there are only 7 (2 active, 5 passive). This will be mainly attributable to the nature of industry in SA.

Market Dynamics – National Category Management

Engineering Services	Capital Works/MRO	Commodity	Energy	Plant/ Equipment	Component	Corporate Services	Labour	Facilities	3PL
8	12	3	1	1	4	3	1	1	1

Definition: Category Management

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.

Market Dynamics – General Procurement

Regional Procurement Manager	National Procurement Manager	Procurement Specialist
1	6	4

National refers to candidates who operate within a single region. Regional refers to candidates who manage procurement for more than one region and must include a region outside of Australia. Jigsaw Search also holds data for Global roles.

There is an apparent skills shortage in this area so Jigsaw is working hard to identify candidates who will relocate both within Australia and from overseas.

Definition: National Procurement Manager

The local in-country manager of an organisations procurement function within a business. Reporting to a Global/Regional CPO, CFO or GM Shared Services, the National Procurement Manager role is an integral part of the management team and is responsible for managing a *strategic* Procurement organisation including; Functional Leadership, Category Strategy Planning, Stakeholder Engagement Strategy, Operational Excellence, Tools, Process & Technology, Governance & Compliance and Benefits Realisation.

In 2011 to date, Jigsaw has successfully recruited 21 National Procurement Manager positions. The majority of anticipated vacancies for manager level procurement positions through 2011/12 will be in the Infrastructure, Resources & Financial Services sectors. Skills in highest demand are expected to be Procurement Strategy, Functional Re-design (Category Management), Outsourcing and P2P/e-Procurement.

Market Dynamics – Relocation

Within the Jigsaw Search network, there are 33 candidates who have specifically identified that they wish to relocate to Adelaide, of these 30 are currently living in Australia and 3 are overseas.

