

Snapshot Market Update - October 2011

National Procurement Manager

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.

Market Dynamics

There are currently 420 candidates classified as National Procurement Managers in leadership roles across all industry sectors in Australia. Of these, 278 are classified by Jigsaw as Tier 1.

In NSW specifically, there are a total of 98 Tier 1 National Procurement Managers of which 34 are *Active* (seeking alternative permanent employment), 6 are *Available Immediately* and the remaining are *Passive* (not actively seeking alternative employment).

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.

Salary Data

Mean average salaries per geographical location across all industry sectors. Real-time data sampled from Jigsaw's Australian network of procurement practitioners.

Salaries in the 'National Procurement Manager' skill classification range between \$160,000 and \$280,000 and the mean average package is \$191,000 inclusive of super + bonus.

| Location | Current Package | Package Sought |
|----------|-----------------|----------------|
| NSW | \$ 188,168 | \$ 191,740 |
| Victoria | \$ 186,739 | \$ 199,416 |
| QLD | \$ 173,381 | \$ 188,095 |

Package (AUD equivalent) = cash component (inc. vehicle allowance) + superannuation

