

ROBERT WALTERS SALES & MARKETING MARKET UPDATE

Q2 2009

SIGNS OF RECOVERY

Despite the economic downturn, sales & marketing recruitment remained healthy as they continue to drive revenue for the business.

The retail, FMCG and healthcare sectors remained unfazed and contributed to the majority of the activity levels. Retail mall developments along the Orchard strip caused a talent crunch for strong retail operations candidates. Within FMCG and healthcare, there was consistent demand for strong sales professionals with regional experience in FMCG/healthcare. Financial services picked up towards the middle of the second quarter with several requirements within the marketing and product departments. Other sectors such as IT & Telecommunications have been very active and growing quite aggressively. IT is experiencing some growth but the majority of the recruitment is coming from the enterprise telecommunications space.

Towards the end of June, market sentiments picked up and businesses began to hire more aggressively. With positive business performance, hiring managers are more confident and hence the upwards trend in recruitment. Expansion activities in enterprise IT, banks and FMCG sectors are posting newly created jobs, and organisations which undergone restructuring or redundancy programs have been actively seeking suitable replacements to relieve those employees who have remained.

Salary levels have held constant and quality candidates continue to command a premium. Given the shake up in some MNCs since Q4 last year and overall conservative sentiments, top candidates are even more selective in making the next move.

As market sentiments improve further, we envisage that the job market will remain healthy as we approach the final months of 2009 with the caveat of sustainable positive business performance.

CONTACT US

If you would like to further discuss current market conditions, please do not hesitate to contact:

Peony Lim, Manager
Sales & Marketing Division
Tel: 6228 0241
peony.lim@robertwalters.com.sg

Andree Mangels, Manager
Sales & Marketing Division
(IT&T and Engineering)
Tel: 6228 0290
andree.mangels@robertwalters.com.sg

Wendy Heng, Senior Consultant
Sales & Marketing Division
(FMCG and Healthcare)
Tel: 6228 0278
wendy.heng@robertwalters.com.sg

Adrian Loh, Consultant
Sales & Marketing Division
(Retail, Financial Services and Consumer IT)
Tel: 6228 0289
adrian.loh@robertwalters.com.sg

Mark Melo, Consultant
Sales & Marketing Division
(IT&T)
Tel: 6228 5342
mark.melo@robertwalters.com.sg

Zairina Mohamad, Consultant
Sales & Marketing Division
(IT&T)
Tel: 6228 0272
zairina.mohamad@robertwalters.com.sg

Robert Walters is a leading global recruitment consultancy, specialising in placing high calibre professionals into permanent, contract and temporary positions at all management levels.



www.robertwalters.com

