

## HOT DEMAND FOR COMMS JOBS

DEMAND for converged solutions fuelled an early end to the recession in the telecoms industry, according to channel recruitment specialist Clive Jefferys. He reports a jump in his weekly registration of candidates from 150 to 500 and a subsequent threefold increase in billings for his company, JMA NetWork. "On the sales side, what people want is convergence, unified services to save money and increase performance," said Jefferys. "Sales people are getting finance approved for their sales again, which means the credit supply is improving. Consequently, telephony sales people are on the move."

He noted that developments in Wimax to overcome broadband issues and the integration of mobile devices have driven an increase in demand for technicians. Jefferys says he saw green shoots of recovery in the jobs market last summer, but the spike came in Q4 when JMA billings trebled. "We hope this will prove to be the turning point," added Jefferys. "We have more client requirement and dramatically more candidates. Securing the requirement no longer hinges on price. Instead it's all about whether we can actually secure what the client wants. There are a lot of good people looking at the moment." [Back to top](#)