

23 February 2011



The JMA Network Recruitment Monitor

Large numbers of candidates hit the market in January 2011!

Over 12,000 Telecoms Sales and Technical People registered for new work in the first six weeks of the year. So it looks like 2011 will be a big opportunity for many hirers. After two years of caution, aspiring job seekers are back! Most are in work and feel confident that now is the time for something better.

Forecast for 2011

For the first time in ten years, pay inflation is affecting job offers and driving up salaries.

With Retail Price Inflation at 5% adding to everyone's domestic bills, candidates are only accepting job offers at the highest pay rates. **If you are an employer with persistent vacancies, you are probably not paying enough to attract the right people.**

We are witness to increased staff planning for the year. Our clients have booked recruitment schedules to supply staff in March, April and May already!

There has been a big increase in demand for Sales staff, and significantly in Back Office; indicating real revenue growth. Provisioning represents a third of our work, in equal measure to sales and project consultants. There is a big push on data side skills, VOIP and wider UC is driving demand. However demand will remain weak for traditional PBX engineers, and their salaries will remain depressed.

Easy pickings from job adverts will decline.

Jobsites have introduced "job shopping baskets" to boost their stats, but at the expense of quality. With so much "white-noise" from unqualified applicants, it's often hard to hear the "real" candidates!

At JMA we are well known to the industry and attract good candidates by giving them a real choice of employers.

We have a reputation for diligence and fairness, which earns the trust of candidates and clients alike. We started building our contact database eight years ago, and combined with referral resourcing we attract and deliver a tailored response to our clients.

We can clear the background chatter, shortlist, and close the right people for you!

JMA Network – The Telecoms Recruitment Specialist

Since 2003, we have placed over 1100 people into new careers in Telecommunications!

Expert in sales, technical and back-office, contract and permanent recruitment, we even provide post sales professional HR advice.

It's our job, to work for you... 24/7!

Please feel free to call us if you would like simple, traditional advice about recruiting for your business!