



“ Save time & money with our specialist PM recruitment expertise ”

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Best Industry Knowledge
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Awards 2010



Why Wellingtone?

• Reach

Over 24,000 project management professionals subscribe to our regular email bulletins & Tweets

• Reputation

We are the only specialist recruiter that exhibits at leading industry events and engages with the PM community.

• Professionalism

As members of the REC we maintain the highest standards

• Your PM Partner

Draw on our wider Training and Consulting Services for a complete turnkey solution to your PM development

Wellingtone Your Project Management Partner

Recruiting the right project, programme & portfolio staff is a time consuming process. Our specialist PM expertise, unrivalled database of candidates and selection skills will save you time and money.

Our approach is quality, not quantity, so you will only receive CVs that are worth serious consideration. As a testament to this we have a success rate of 2 interviews for every 3 submitted candidates.

As a UK leader for PM recruitment we regularly advise clients on job descriptions, salaries & appropriate qualifications. If required we can conduct detailed competency assessments & technical interviews.

Our Recruitment Specialists are:

- Professionally Qualified (APM / PRINCE2)
- Senior professionals with considerable experience in PM recruitment
- Retain a network of proven candidates

With our track record and in-depth expertise you can be sure we're speaking the same language.

So save time and money and talk to us today about your permanent or contract project management resource requirements.



Wellingtone
Project Management

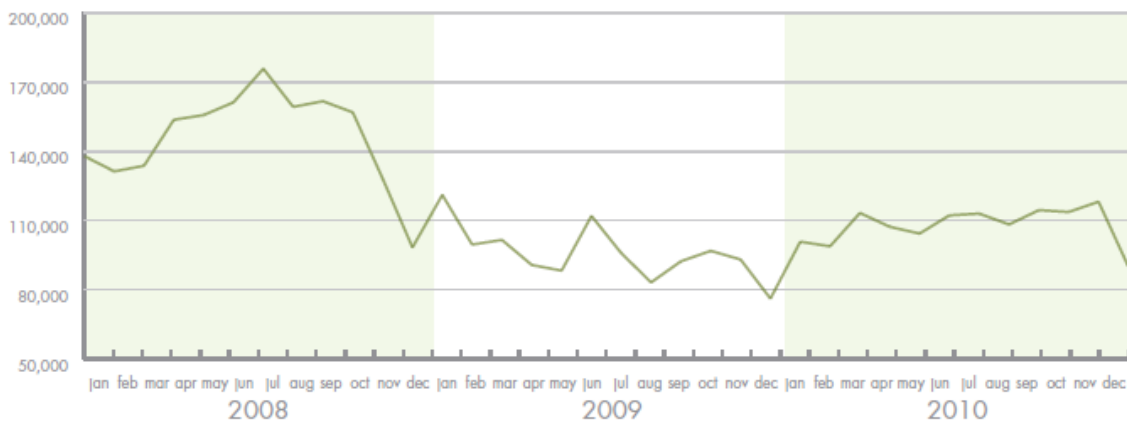
Project Management Recruitment Trends and Average Salaries

June 2011

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Prior to 2011

The graph below provided by Broadbean shows their total number of vacancies posted by month. The banking crisis and subsequent recession is clearly shown tracing back to September 2008. 2009 shows heavy fluctuation but at much reduced levels of recruitment activity from the previous years. 2010 saw some return on confidence and an improvement on 2009. The graph suggests a dip again in Dec 2010 but this should be ignored.



The levels have been indexed to 2008 levels from comparative purposes.

Trends in 2011

2011 has shown very positive growth in demand for project management roles, both permanent and contract, relative to the previous 24 months. It is logical to expect contract recruitment to precede an increase in permanent recruitment; organisations are confident to recruit a contractor but not a permanent member of staff. Growth in project management recruitment in 2011 has not followed this path and permanent recruitment has grown strongly.

This positive news is significantly tempered by the existence of a two speed market; public versus private sector. Presenting at Project Challenge back in March 2011 I highlighted this divergence of experience. More recently both the REC and CIPD have released latest recruitment data that further confirms the nature of the market for 2011.

The REC June Report on Jobs states “The new figures show that those working in the public sector fell by 24,000 to 6.16 million during the quarter while those employed in the private sector increased by 104,000 to 23.08 million during the same quarter.”

Commenting on the figures, Kevin Green, the REC’s Chief Executive, said:

“...hiring activity is still strong in many sectors of the jobs market. Coupled with that, employer confidence is at a 12 month high as is consumer confidence so the jobs market outlook in the next few months is looking more positive than expected considering the UK’s anaemic economic growth.

“The figures also clearly demonstrate that the two speed jobs market we predicted is now in full swing. We remain confident that the private sector can absorb the fall-out from public sector cuts in the medium term.”

The longer term ability of the private sector to absorb anticipated future cuts in the public sector has yet to be proven and it could be argued that some companies dependant on the public sector have yet to feel the full impact of government cuts . More recent growing solvency & debt concerns with several European countries may also create further negative pressure on the UK economy and the banking sector.

September is a key month in the annual recruitment cycle, concentrated more so for the project management market as new projects and programmes are initiated following the summer break. In summary it is recommended that hiring managers, particularly in the private sector, start recruitment activity as early as possible to ensure selection of the very best candidates.

Average Salaries

As a leading recruiter of permanent and contract project management roles across the UK, and across most industries, Wellingtone maintains average salary data.

Extracts from this data is given in the table opposite for a number of common project management roles.

These figures are basic permanent salaries.

Job Title	Average Salary
Project Manager - General	£49,700
IT Project Manager	£58,200
Senior IT Project Manager	£76,250
Project Manager; Banking Sector	£57,250
Project Manager; Manufacturing Sector	£43,625
Project Manager; Retail	£49,600
PMO Manager	£54,100
PMO Analyst	£33,800

Next Steps

Please contact us for more information, advice on role descriptions and guidance on salaries & contractor rates. Let us save you time and money; utilise our expertise and quickly source the very best proven candidates for all your project and programme management needs.