

**BRINGING YOU THE
LATEST MARKET
NEWS AND SALARIES
IN MELBOURNE**

INFORMATION TECHNOLOGY

Q1 2010



Welcome to the Robert Walters Q1 2010 market update. We hope you find this update both interesting and informative. Should you wish to further discuss the market or any recruitment related issue, please contact your Robert Walters Consultant.

MARKET UPDATE

Throughout Q1 we saw a continuation of the recovery in the IT recruitment market that began in mid to late 2009. The recovery has been led by the financial services sector, with recruitment demand high for both contract and permanent staff. The increased demand within the financial services sector has been marginally offset by a slowdown in the telecommunications sector.

With the telco industry awaiting decisions on the federal government's National Broadband Network, resource strategies are being discussed but little hiring has begun. This is affecting the industry's willingness to commit to other large programs of work. Strong demand for both contract and permanent IT&T resources is expected once government decisions are concluded, regardless of the deals negotiated.

Demand for contract staff has increased as organisations continue to move from delivering business critical projects only, to embarking on projects put on hold

during the previous 12 to 18 months. Large scale initiatives in the banking sector are responsible for driving considerable demand for resources.

Contract rates are relatively stable however there is upward pressure due to increased demand, particularly for project professionals such as Business Analysts, Project Co-ordinators, Test Analysts and Project / Programme Managers. Candidates with extensive banking experience are demanding a premium, whereas rates for all other industries remain flat. Permanent salaries remain stable and there has been a marked increase in the number of permanent positions available.

We have begun to notice a change in candidate behaviour. Over the past 18 months we observed that candidates were unwilling to move from their roles. We are now seeing an increasing number of candidates actively pursuing new opportunities due to higher levels of confidence in the market.

CONTACT OUR SPECIALIST CONSULTANTS

For further information on the best method of sourcing IT professionals for your organisation, please contact **James Dalrymple (banking and commerce)** or **Sean Duffy (IT&T)** on **(03) 8628 2153** or **(03) 8628 2106** or email **james.dalrymple@robertwalters.com.au** or **sean.duffy@robertwalters.com.au**

ABOUT THE IT DIVISION

Our Melbourne IT division operates across a range of industries from telecommunications, government and not-for-profit to the banking and finance sectors. We partner with many blue-chip companies as long standing preferred suppliers, in addition to a number of SMEs. We recruit for a wide range of professional IT staff in both operational and strategic positions from helpdesk through to high level programme management and IT director roles.

Our dedicated consultants are service delivery focused, recruiting temporary, contract and permanent roles tailored to meet our clients' requirements and to ensure the best fit for our candidates.

SALARY SNAPSHOT

Position	Permanent salary (p.a)	Contract rate (p.d)
Architects – Solutions & Technical	\$120,000 - \$180,000	\$750 - \$1,000
Business Analyst	\$70,000 - \$130,000	\$450 - \$800
CIO / IT Director	\$160,000 - \$250,000	\$900 - \$1,300
Database Administrator	\$65,000 - \$110,000	\$400 - \$650
Desktop / Application Support	\$55,000 - \$80,000	\$250 - \$400
Helpdesk Level 1 & 2	\$45,000 - \$70,000	\$220 - \$400
Programme Manager	\$130,000 - \$200,000	\$900 - \$1,400
Project Manager	\$95,000 - \$130,000	\$600 - \$850
Senior Project Manager	\$140,000 - \$170,000	\$850 - \$1,000
Systems Administrator	\$75,000 - \$110,000	\$400 - \$650
Tester	\$60,000 - \$110,000	\$350 - \$650
Web Developer	\$60,000 - \$115,000	\$350 - \$550

NB: Figures are basic salaries inclusive of superannuation but exclusive of benefits/bonuses.