

Are you "Workplace 2012 ready"?



Level 2, 90 Mount Street,
North Sydney NSW 2060
T +61 02 8113 2900
www.recruitsuccess.com.au

In times of economic turmoil, the issue of talent management does not subside – it becomes more critical than ever. As we await with apprehension for the recovery from these unprecedented times, smart employers will work to ensure they're in great shape to out-perform their competition when the economy rebounds.

Recommendations for managing workforce challenges in the current economic climate.

Challenge

- Australia will continue to face a skills shortage and a relatively tight labour market with an increasing number of Baby Boomers nearing retirement age. Not having a plan for a sustainable workforce may jeopardise the future productivity of your business.
- Consider the end game: the economy will turn around.
- Avoid actions that will later undermine competitive positioning. Talent may be your only sustainable form of competitive advantage.

Action

- Understand the workforce you need for the future by taking a measured, analytical approach to workforce planning
- Balance any action with long-term business strategy
- Optimise HR functional efficiency while maintaining or reducing costs
- Restructure the organisation to remove unnecessary management layers and improve line of sight and productivity
- Consider opportunities to reduce costs in other areas through greater use of technology and outsourcing.

Marketing roles in demand

- Online Marketing Executives and Digital Marketing Managers
- Product Managers within the IT&T sector
- Brand Strategy Management – particularly across international markets
- Market Research and Analysis

Sales roles in demand

- National Account Manager
- Business Developers in the business services sectors
- Technical Sales Specialists with product experience

Recent Permanent Placements

QLD

National Operations Manager - Education and Training

VIC

General Manager - Education and Training

Account Manager - Training

NSW

Marketing Manager - E-Learning

Contract Placements

VIC

Marketing Coordinator - IT

NSW

Marketing Manager - Professional Services

Inside Sales Consultant - IT

APAC Sales Operations - IT

Our attention to detail delivers results that last. Why are 87% of our placed candidates still with the same organisation three years on? Because we focus on the details that make the difference. That's why our clients trust us again and again to fill some of their most challenging roles.

How do we compare?



Call us to find out how we've helped other businesses manage their workforce.

We offer a wide range of **Unbundled Services** to meet client needs and our **Payroll Solution** can relieve your administration staff of this time consuming, costly and complex responsibility of processing short and long term temporary and contract staff.

For more information call Tracey Millar on 02 8113 2905.

Source: Mercer – Workplace 2012, Beyond the Global Financial Crisis.

Corporate Member



Recruitment Success Group Pty Limited, Level 2, 90 Mount Street, North Sydney NSW 2060, T +61 02 8113 2900 info@recruitsuccess.com.au www.recruitsuccess.com.au

[Edit your subscription](#) | [Unsubscribe instantly](#)

