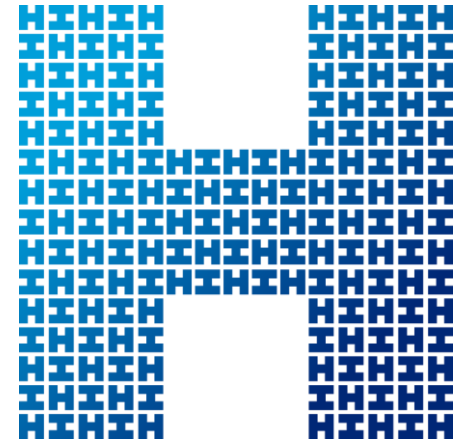


PROCUREMENT SALARY GUIDE AND INSIGHTS 2018

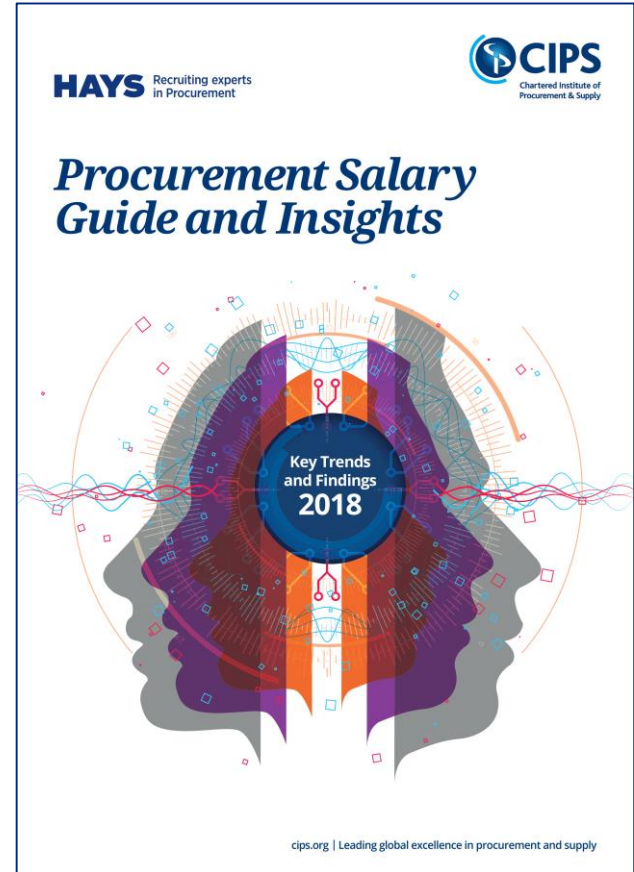
Key trends and findings



Scott Dance 24 April 2018

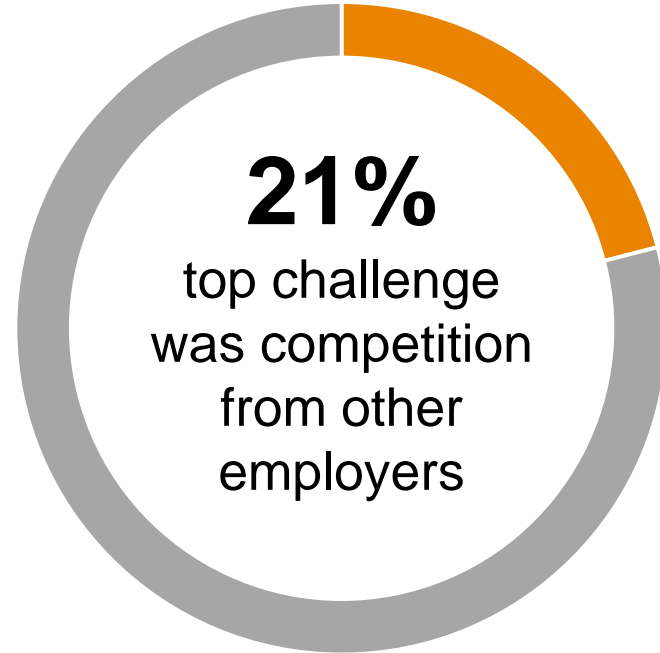
OVERVIEW OF THE REPORT

- 4th edition of the report
- Survey conducted in September 2017
- Over 4,000 professionals globally completed the survey

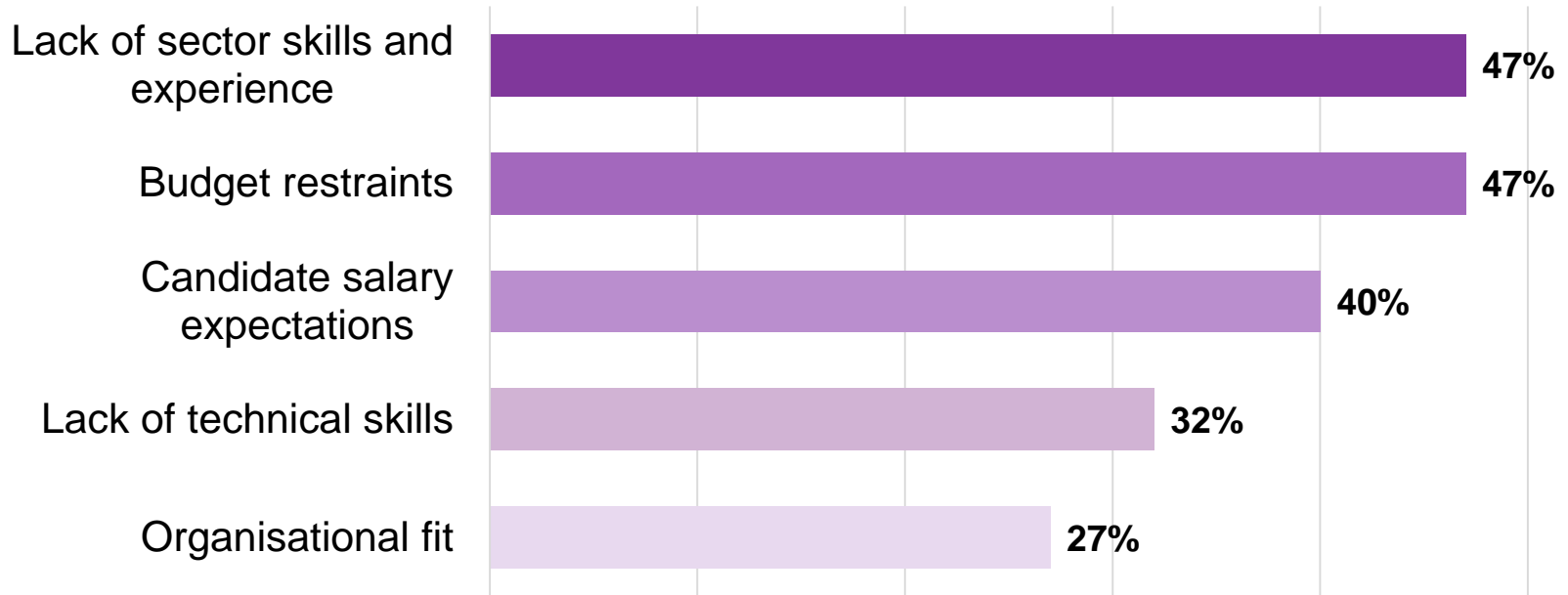


SKILLS SHORTAGES REMAIN PREVALENT

RECRUITMENT CHALLENGES IN THE LAST YEAR



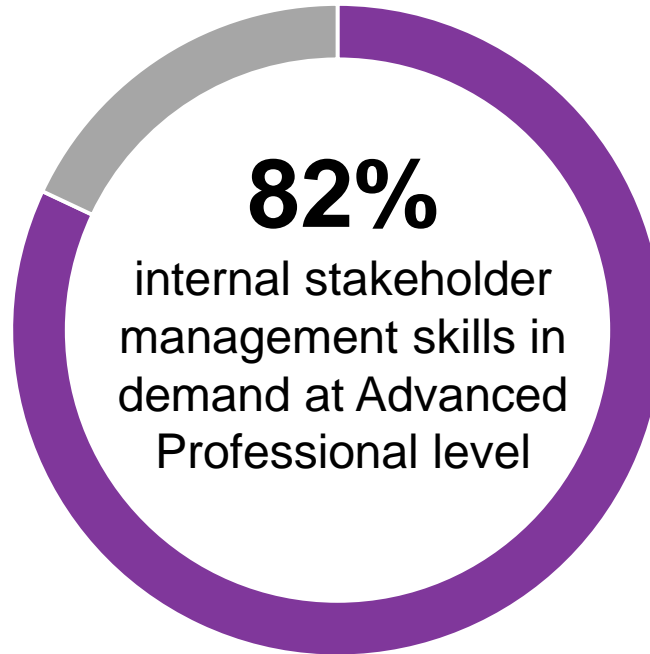
TOP RECRUITMENT CHALLENGES



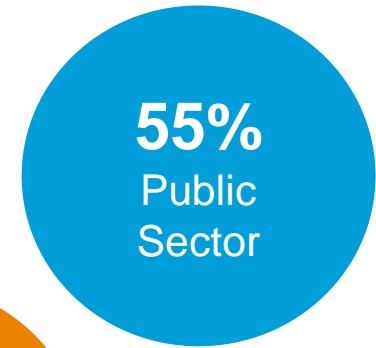
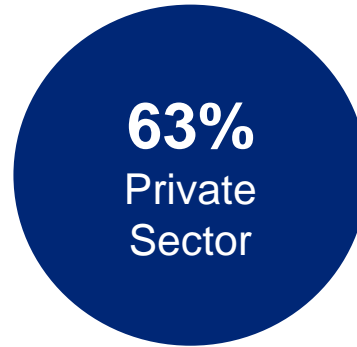
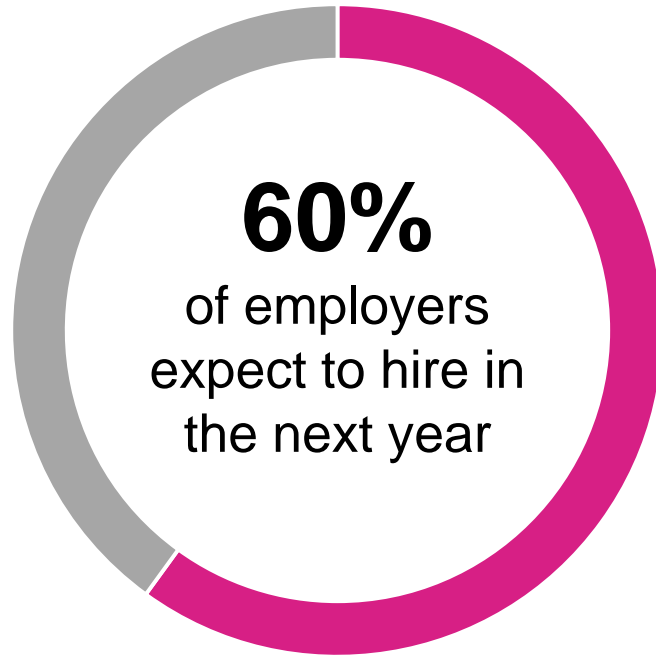
TOP SKILLS IN DEMAND



INTERNAL STAKEHOLDER MANAGEMENT SKILLS IN DEMAND

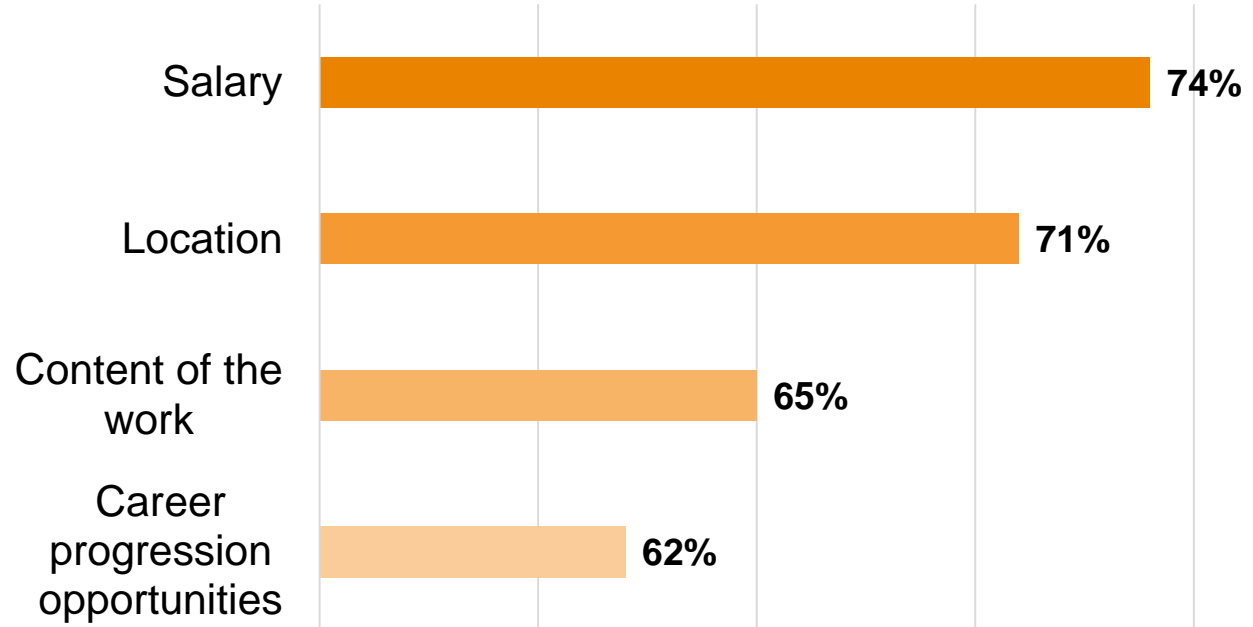
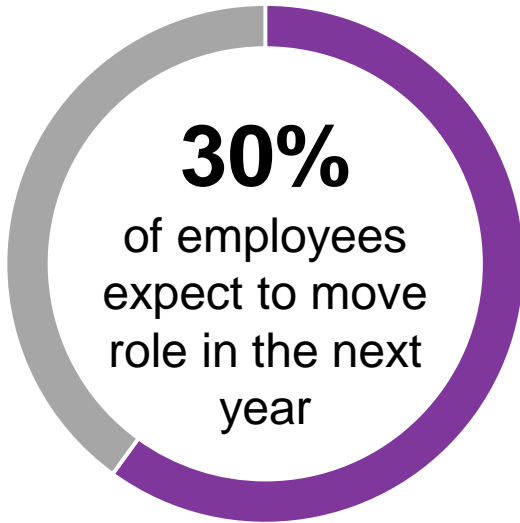


RECRUITING PLANS FOR THE YEAR AHEAD



EMPLOYEES LOOKING TO MOVE ROLE

Top reasons to move role



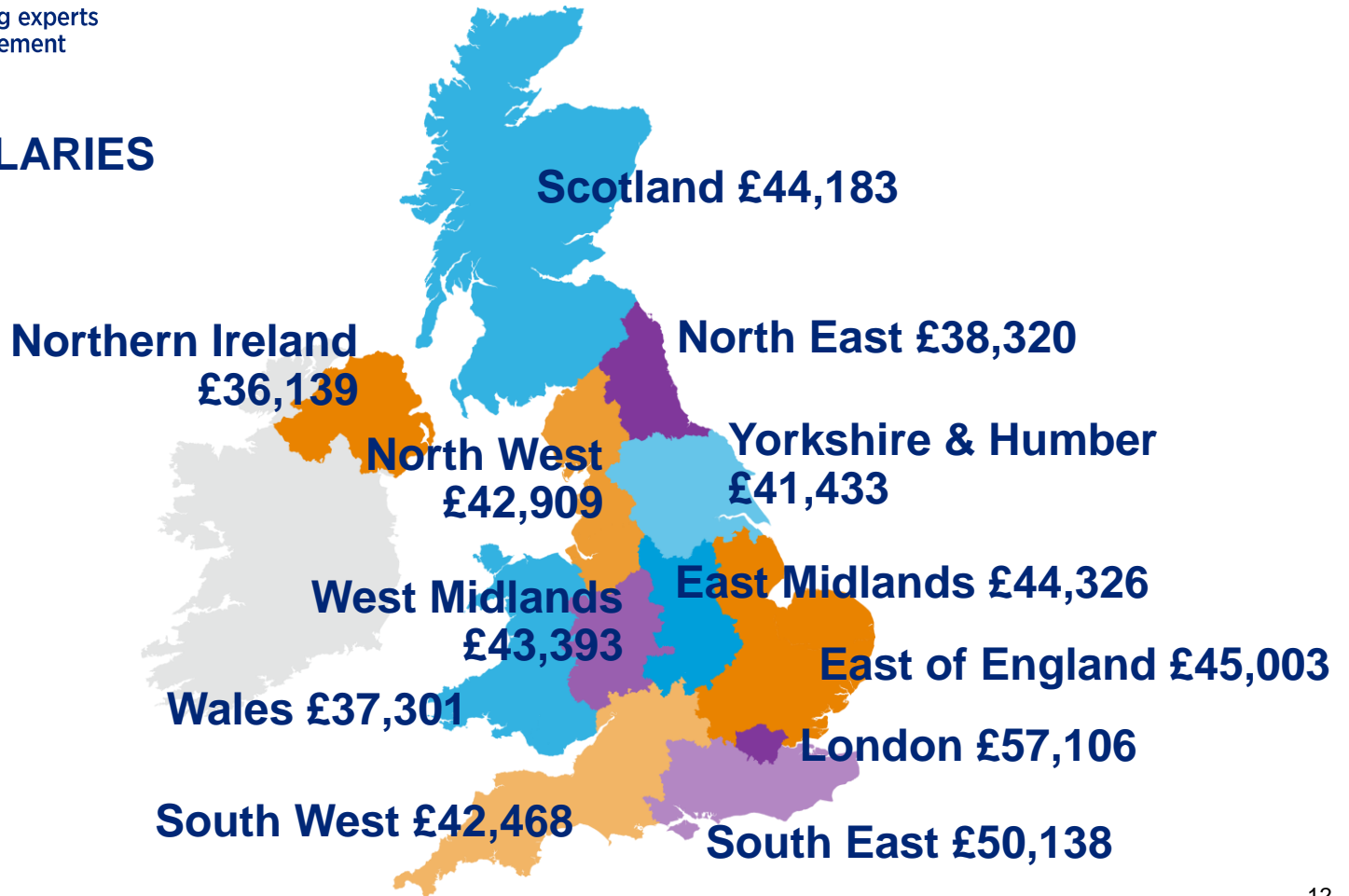
**SALARIES CONTINUE
TO GROW**

SPOTLIGHT ON SALARY

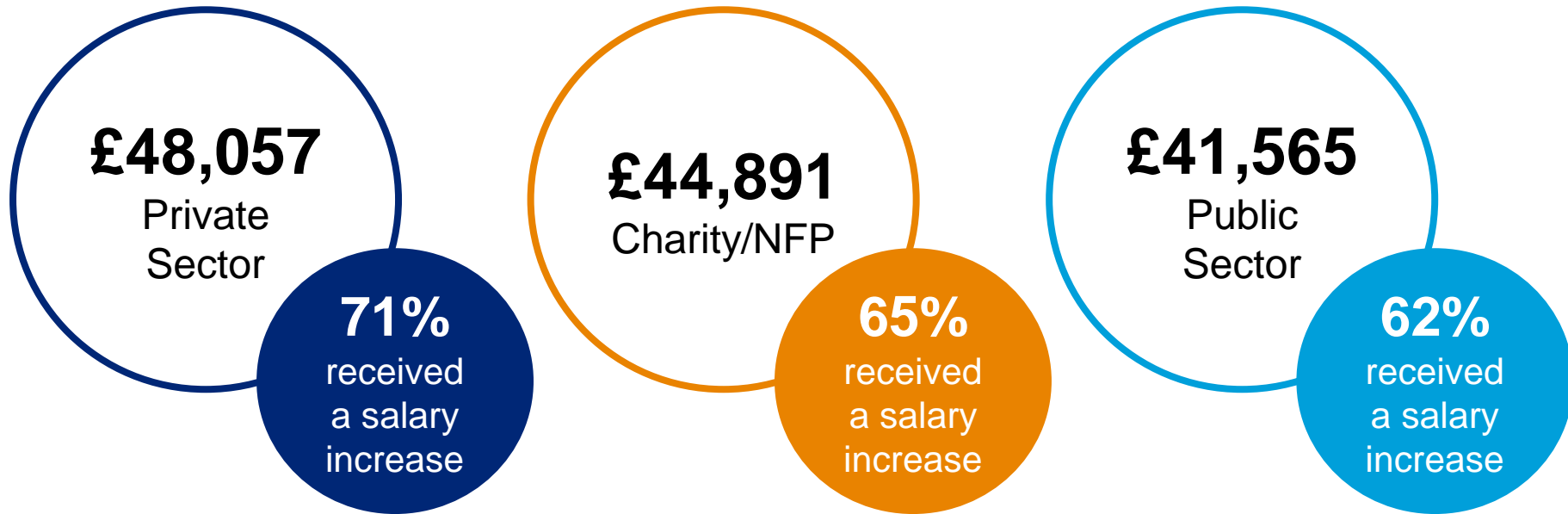


*ONS statistics, Sept 2017

AVERAGE SALARIES BY REGION



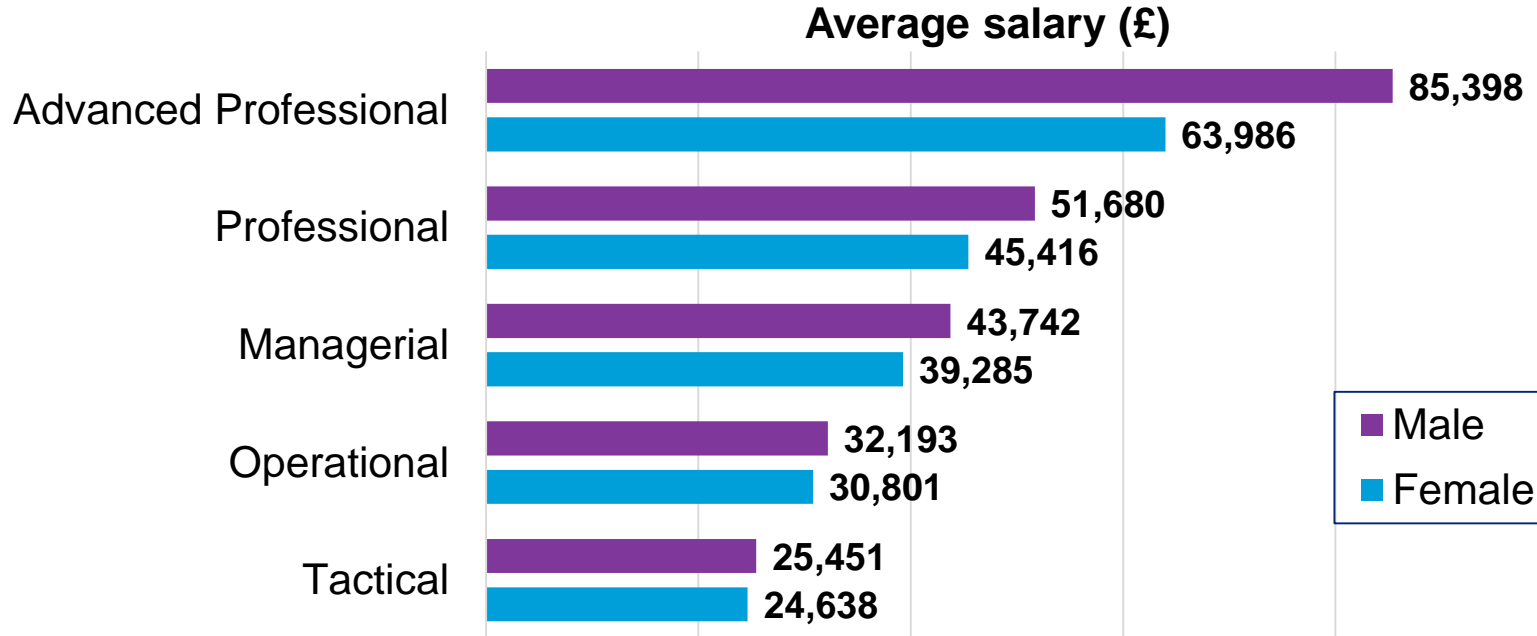
AVERAGE SALARIES BY SECTOR



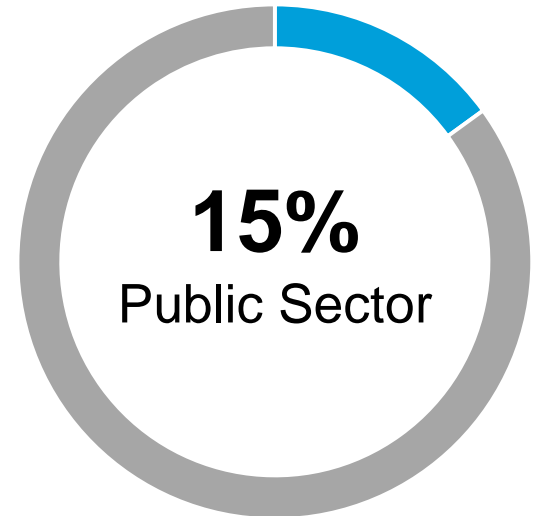
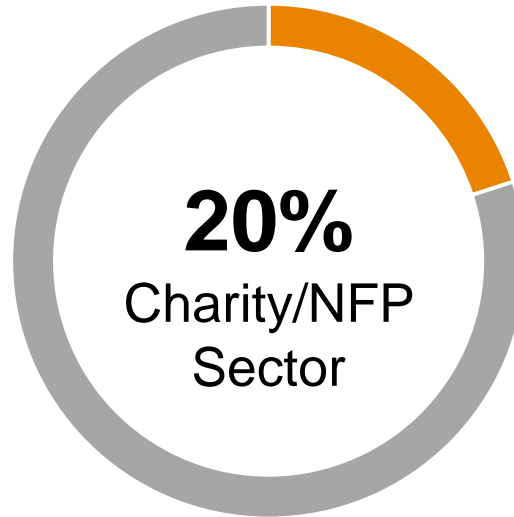
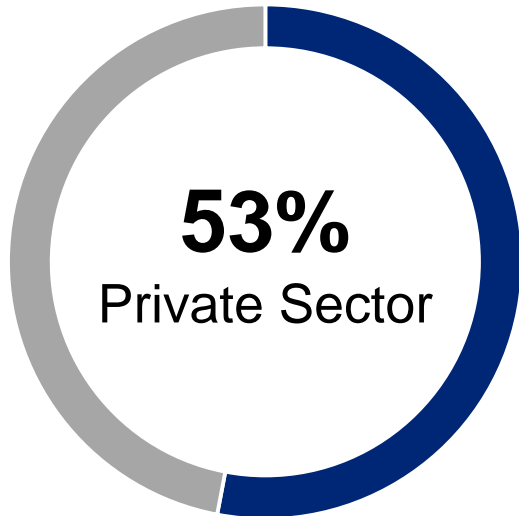
TOP AVERAGE SALARIES BY INDUSTRY



AVERAGE SALARIES BY GENDER



PROFESSIONALS RECEIVING A BONUS BY SECTOR



TOP BENEFITS BY SECTOR

Private Sector

- 1 Private medical insurance
- 2 Life assurance
- 3 Work mobile phone

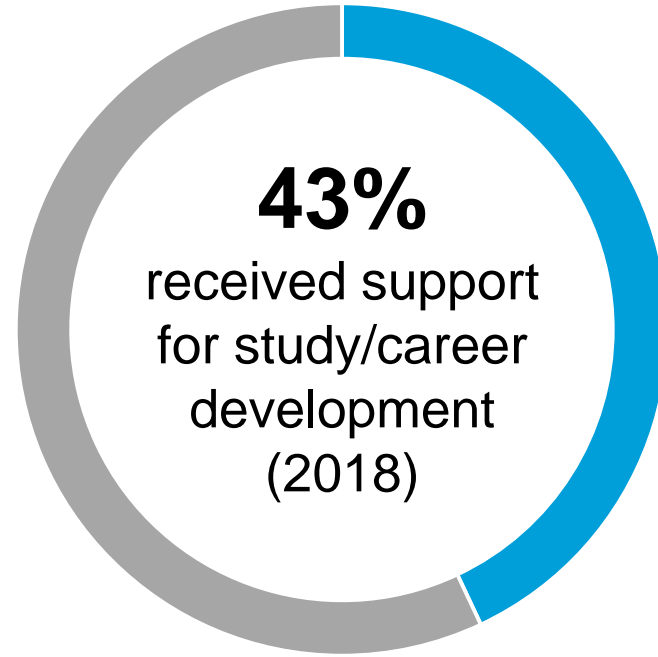
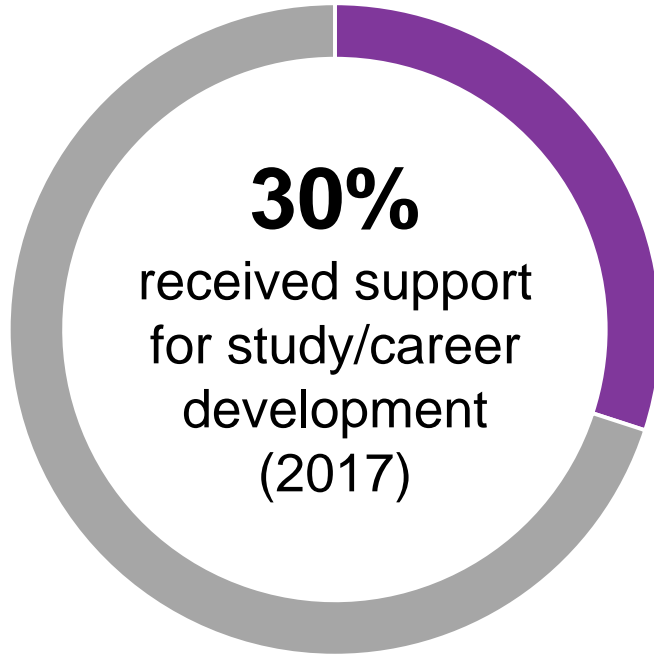
Public Sector

- 1 Flexible working
- 2 Above statutory pension contributions
- 3 Professional body membership fee

Charity/NFP

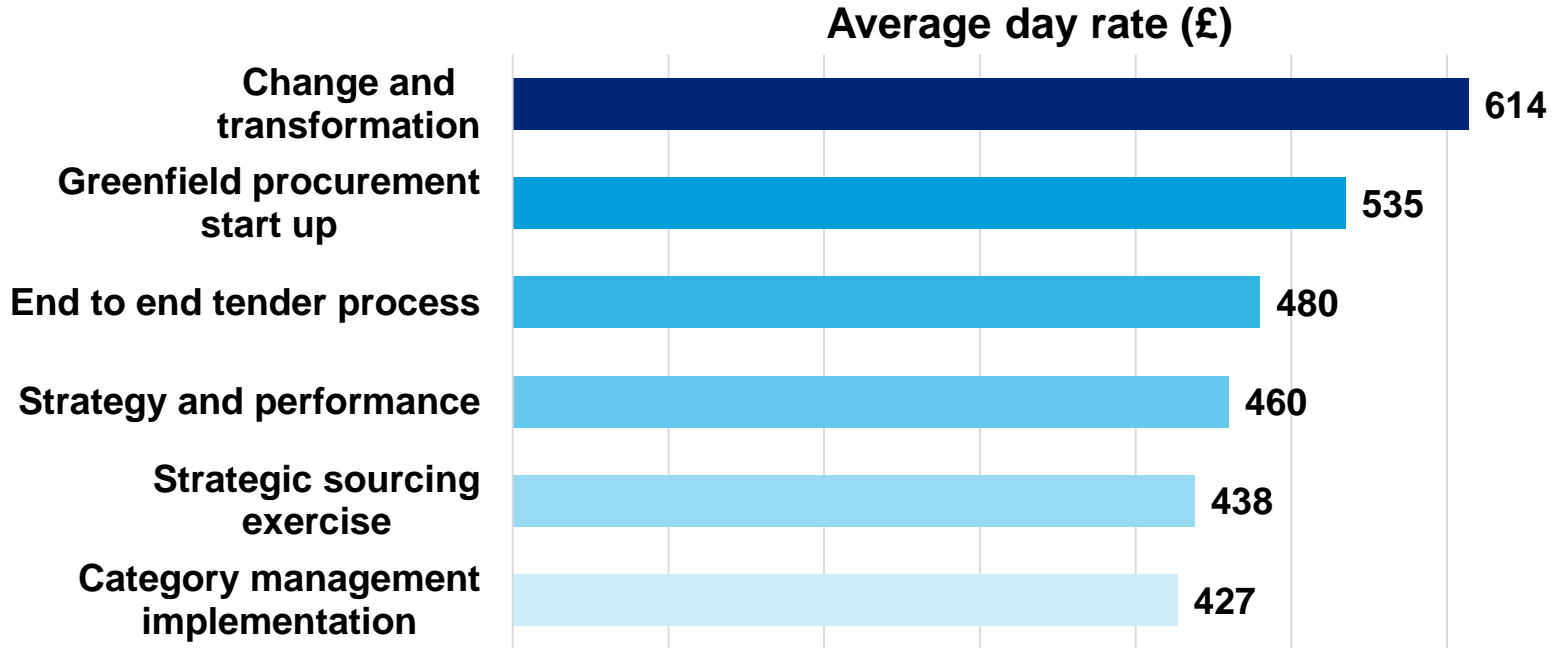
- 1 Flexible working
- 2 Professional body membership fee
- 3 Support for study/career development

GREATER FOCUS ON PROFESSIONAL DEVELOPMENT

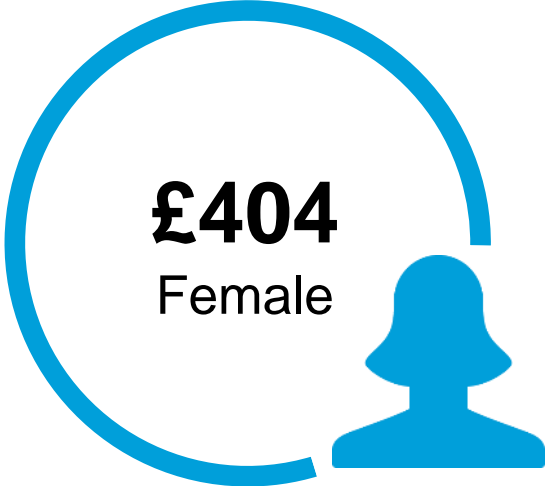
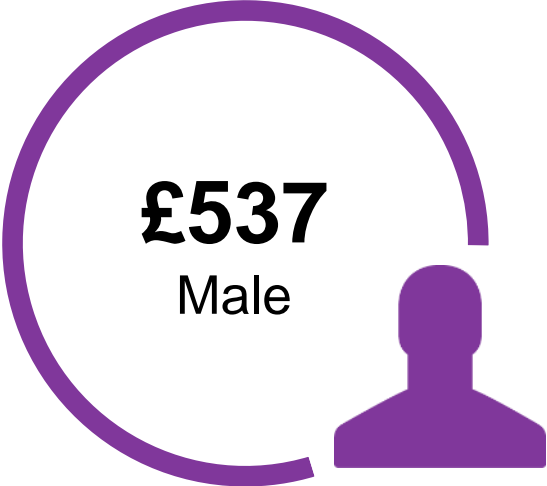


SPOTLIGHT ON INTERIMS

AVERAGE INTERIM DAY RATES BY PROJECT

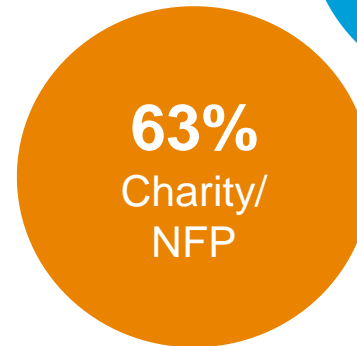
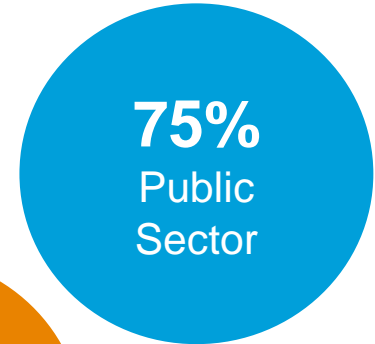
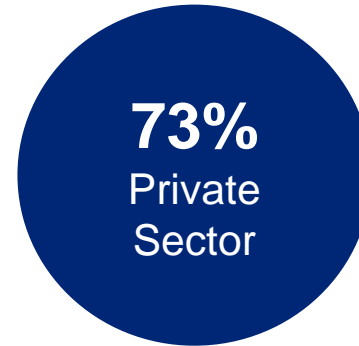


INTERIM AVERAGE DAY RATES BY GENDER



HOW IS PROCUREMENT VIEWED?

POSITIVE PERCEPTIONS OF PROCUREMENT



RECOMMENDATIONS

RECOMMENDATIONS FOR EMPLOYERS

Identify skills shortages in your team, and build from within

Widen talent pools to find the professionals you need

Make sure your salaries and benefits are competitive

RECOMMENDATIONS FOR PROFESSIONALS

Ensure your skills are up to date

Be proactive in building your career plan

Develop your personal brand

HAYS/CIPS PROCUREMENT SALARY GUIDE AND INSIGHTS 2018

Contact us: scott.dance@hays.com

LinkedIn: Hays Procurement Insights – UK

hays.co.uk/cips-salary-guide

