Salaries, Demand, Gen-Z and Market Places

Wednesday 5th February 2020
5th February 2020 –> AGENDA
Salaries, Demand, Gen-Z and Market Places

17:30   Event Registration
18:00   Event start and introduction – John Everett

18:10   "Swiss Job landscape and talent demand, John Byrne (EMEA Recruitment)
18:30   "Salaries and beyond salaries”, Ugo Valenza (Robert Walters)
18:50   "Recruiting Gen-Z employees”, Lucy Harding (Odgers Berndtson)
19:10   "Digital Talent Market Places”, Paolo Volpicelli and Amy Jones
        (Link2Sourcing)
19:30   Networking..!
21.00   Event close
5th February 2020 → Event Speakers/Presenters
Salaries, Demand, Gen-Z and Market Places

Amy Jones, Paolo Volpicelli, John Everett, John Byrne Lucy Harding, Ugo Valenza
5th February 2020 –> Great 2020 pipeline
Salaries, Demand, Gen-Z and Market Places

An overview of what coming….

<table>
<thead>
<tr>
<th>When</th>
<th>Where</th>
<th>What / Theme</th>
</tr>
</thead>
<tbody>
<tr>
<td>30/Jan/2020</td>
<td>WiP, Zurich</td>
<td>Responsible Buying – Diversity is more than a tick-box</td>
</tr>
<tr>
<td>05/Feb/2020</td>
<td>Zurich</td>
<td>Employment demand, market places, and salaries</td>
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<tr>
<td>06/Feb/2020</td>
<td>Lausanne</td>
<td>The Human Side of Procurement in VUCA Times</td>
</tr>
<tr>
<td>20/Feb/2020</td>
<td>Basel</td>
<td>Where are Executives Placing their Big Bets in 2020?</td>
</tr>
<tr>
<td>04/Mar/2020</td>
<td>Zurich</td>
<td>Get Your Personal Brand Right - Workshop</td>
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<tr>
<td>11/May/2020</td>
<td>Basel</td>
<td>External Human Resources</td>
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<tr>
<td>14/May/2020</td>
<td>Zug</td>
<td>Purchasing/SupplyChain interface and synergies</td>
</tr>
<tr>
<td>03/Sep/2020</td>
<td>Bern</td>
<td>Procurement with Purpose</td>
</tr>
<tr>
<td>15/Sep/2020</td>
<td>Basel</td>
<td>Follow-up to Circular</td>
</tr>
<tr>
<td>13/Nov/2020</td>
<td>Basel</td>
<td>Key note and quiz</td>
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</tbody>
</table>

..... and they’ll be more additional event as well as the above!
5th February 2020 — Typical Participants
Salaries, Demand, Gen-Z and Market Places

A expat group of buyers?

No!

Total spend influence of the survey participants > 70.0 Bn CHF
Who is here tonight..?

Salaries, Demand, Gen-Z and Market Places

Approx 75 people registered for this event from a huge range of International organizations, including:

CIPS globally:

- Established in 1932 and awarded a royal charter in 1992
- The world’s largest procurement and supply professional organisation
  A community of > 110,000 people
- A global not-for-profit organisation, with regional offices in the UK, Africa, Australia, MENA and China, supporting corporates, public sector and SMEs in all sectors
- Partnering with United Nations Secretariat, UNOPS and UNDP to deliver procurement best practice to the developing world

CIPS-Switzerland:

- Established 2012. A voluntary group of purchasing practitioners
- Over 300 subscribing members resident in Switzerland
- A community of ~ 1,800 people via Linkedin.com  CIPS-Switzerland
- 10+ evening events per year. Typically 40 to 100+ participants
5th February 2020 → Why Join CIPS Switzerland?

Salaries, Demand, Gen-Z and Market Places

Here is 7 good reasons:

1. Free entrance to 10+ CIPS-Switzerland evening events and entrance to other branch events around the world

2. Access to international professional networking and leading best practice content, e.g. tools, knowledge, category practice, expert advice

3. Monthly “Supply Management” magazine

4. Discounts for several Swiss based conferences, workshops and courses

5. CIPS is the leading voice of the procurement and supply profession and, with a global community of over 103,000 members in 150 countries

6. Opportunity to gain internationally recognized Chartered and Certified membership for continuous career development

7. CIPS takes leading positions on ethics, modern slavery, sustainability

£200/year, join as an affiliate via: https://www.cips.org/en/membership/joinonline

Leading global excellence in procurement and supply
5th February 2020  →  Events during 2019
Salaries, Demand, Gen-Z and Market Places

<table>
<thead>
<tr>
<th>Date</th>
<th>Location</th>
<th>Event Description</th>
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</thead>
<tbody>
<tr>
<td>31/01/2019</td>
<td>Zurich</td>
<td>Accelerating Procurement Careers</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Are you ready? Digitization and the Impact on Procurement</td>
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<tr>
<td>25/03/2019</td>
<td>Zurich</td>
<td>Workshop from Women in Procurement</td>
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<tr>
<td>02/04/2019</td>
<td>Basel</td>
<td>The Outsourcing Debate</td>
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<tr>
<td>04/04/2019</td>
<td>Lausanne</td>
<td>Innovation Sourcing - Role of Procurement</td>
</tr>
<tr>
<td>09/05/2019</td>
<td>Zug</td>
<td>Zug Collaboration - CFOs and CPOs</td>
</tr>
<tr>
<td>18/06/2019</td>
<td>Basel</td>
<td>Future Procurement - Are You Prepared?</td>
</tr>
<tr>
<td>01/09/2019</td>
<td>Lausanne</td>
<td>Global Sourcing of Indirects</td>
</tr>
<tr>
<td>04/09/2019</td>
<td>Bern</td>
<td>Purchasing Leadership &amp; Business Impact</td>
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<tr>
<td></td>
<td></td>
<td>Engaging Stakeholders and Vendors to Drive Procurement Success (Workshop)</td>
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<tr>
<td>19/09/2019</td>
<td>Zurich</td>
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<tr>
<td>26/09/2019</td>
<td>Basel</td>
<td>Circular Economy</td>
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<tr>
<td>29/10/2019</td>
<td>Zurich</td>
<td>Supply Chain Start-Ups - Reality Check</td>
</tr>
<tr>
<td>21/11/2019</td>
<td>Lausanne</td>
<td>Journey Towards Digital Procurement, Getting the Basics Right</td>
</tr>
<tr>
<td>04/12/2019</td>
<td>Zurich</td>
<td>What Businesses Want from Purchasing + The Winter Quiz</td>
</tr>
</tbody>
</table>
1/. Subscribing members resident in Switzerland

2/. Community connected via CIPS-Switzerland Linkedin.com = 1,911 people (as of 5th February 2020)
5th February 2020 - Two “rules”
Salaries, Demand, Gen-Z and Market Places

1. Courtesy to the Presenters & others in the audience
2. Your feedback is very important to CIPS-CH

Please
TURN OFF CELL PHONES MUTE ALL ELECTRONICS

www.anytimesign.com/turnoff

KEEP CALM AND FILL OUT THE SURVEY
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