



market update

"One swallow does not make a summer, but it is encouraging to see that there are more companies recruiting this spring."

Resources Group reports the largest increase in vacancies for six months in May 2009.

Comments Julian Hadfield, Director at Resources Group, "One swallow does not make a summer, but it is encouraging to see that there were more companies recruiting in May. In most instances companies are recruiting for replacement vacancies and are being quite specific in their requirements."

"The mood in the industry is still a little cautious, but many employers appear to be either able to take a long-term view on staffing needs and projections and plan accordingly, or are now putting in place recruitment plans which had been on hold for some time. Either way, we hope that the remainder of 2009 will see the recruitment market stabilise and establish a new level."

The majority of opportunities coming up are at the 'sub-fifty thousand' level, though interestingly Resources Group has had more senior roles coming through in May than in the previous three months combined. Healthcare, public sector and qualitative have always remained very active in the last year, while FMCG has been consistent and there has been a small increase in Financial and Technology sectors. Interestingly, the clientside has proved to be remarkably consistent over the last 6-12 months. This could perhaps be due to some employers recruiting for roles which had been already budgeted, though the clientside has always been a sector that tends to recruit for replacements and people do move on regardless of market conditions.

The last six months have been challenging for the recruitment industry with some high-profile casualties and bailouts, and the needs of the recruitment market have also changed. Two years ago, the acute shortage of staff meant that employers needed to use as many recruiters as possible to fill urgent vacancies, and the levels of service in this "seller's" market did vary. Now, employers are more specific and discerning with regard both to the staff they need and the suppliers they choose.

Comments Hadfield: "Sloppy or 'pushy' service in recruitment just won't cut it in this market and those recruiters that are doing well, and there are many out there, are meeting their clients' needs by focussing on understanding the brief, real market expertise and a quality recruitment service. As recruitment suppliers, we add value by removing the burden of the recruitment process and managing sometimes overwhelming responses to give our clients a shortlist of the best to save their valuable time."

Hadfield concludes that "the next three to six months will be very telling for the industry. Without wishing to blow our trumpet too much, Resources Group has fared very well in the last year with a talented team who know the market inside out and whose focus has always been on quality service. I look forward to seeing the result at the end of this quarter which should help give an indication as to how the year will turn out."

and the winner is...

iPod Prize Draw

We are pleased to announce the winner of the Resources Group Purple iPod prize draw, **Chris Marsh, Research Manager** at Nokia. Congratulations Chris and we hope you enjoy it!



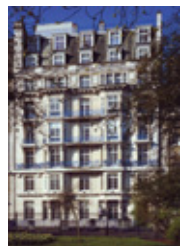
appointments & promotions

Helen Jenkins (top) joins Resources Group as a Recruitment Coordinator, responsible for the day-to-day management and co-ordination of recruitment in the Research Team.



Jenna Green, Account Director, (below) will be taking greater key account responsibility to include Senior and European appointments with our international agency clients.

resources group



A Brief History

Resources Group started recruiting in Market Research in 1988. We were then known as Personnel Resources and have since grown to become the largest and leading Market Research specialist in Europe, recruiting at all levels from Research Exec to Chief Exec, and across all Market Research specialisations including Agency, Clientside, Quantitative, Qualitative, Planning, DP, Analytics, Field/Ops and Information/Market Intelligence.

In addition to being the leading specialist in our domestic market, Resources Group has also recruited at international/global levels since 1991 with assignments managed in over 40 countries worldwide. In 2006, we set up our Melbourne office to service the growing needs of our Asian and Australian markets and clients. In 2007 the company rebranded as Resources Group, reflecting the different businesses and specialisations within the Group, including the Professional Services Marketing team which is a leading specialist in business services marketing. Resources Group remains independently owned by its directors.

To find out more about our services, please visit our website www.resourcesgroup.com, email us at info@resourcesgroup.com or contact one of our team of specialists on 020 7242 6321.