



Staffing Market Pulse

New Zealand

HIRING LANDSCAPE

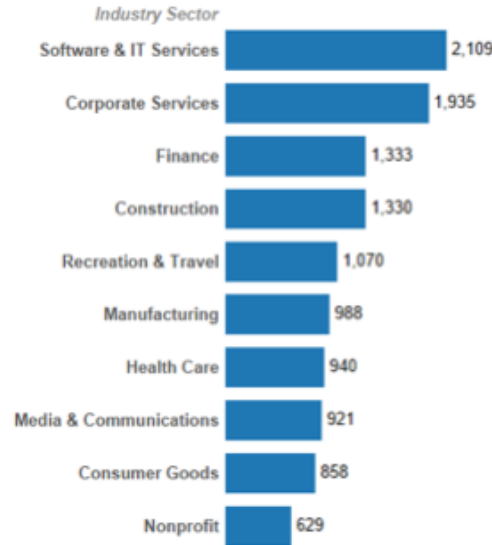
18,115 professionals were hired between Nov-2017 and Jan-2018, of which **4,426** are contractors.

Software & IT Services is leading in hiring volume, with the industry contributing **12%** of the total new hires in New Zealand.

These new hires have been actively engaging on LinkedIn. 3 months prior to starting at their new companies, new hires have viewed **5** jobs, started following **4** staffing firms, and InMail response rate was **51%**.

Hiring Volume

No. of new hires, top 10 industries



Jobs, InMail, and Followers Engagement

New Hires' engagement on LinkedIn 3 months prior to starting at their new company



5

Jobs Viewed



51%

InMail Response



4

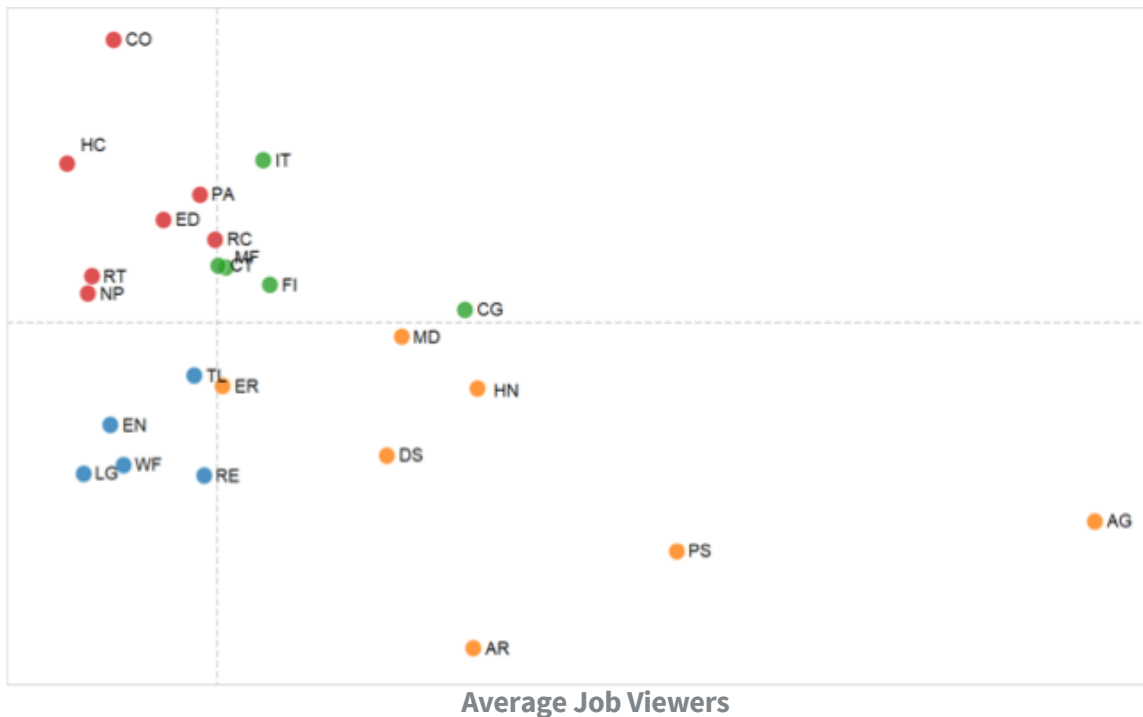
Staffing Firms Followed

No. of jobs viewed by new hires prior to switching jobs

InMail response rate by new hires prior to switching jobs

No. of Staffing Firms new hires started following prior to switching jobs

JOB MARKET OPPORTUNITY MATRIX



OPPORTUNITY MATRIX

Candidates Pipelining

Job posting volume was high but the jobs attracted relatively low number of job viewers

Clients Pipelining

Job posting volume was low but the jobs attracted relatively high number of job viewers

Matching Game

Job posting volume and number of job viewers were both relatively high

COMPETITION WATCH

There are **1,130** staffing firms competing in New Zealand.

The ratio of open jobs to staffing recruiters (as of Jan-2018) in New Zealand is **2.59** (compared to 1.93 in Oceania).

Competition Overview by the numbers

- 1,130** Staffing Firms
- 5,241** Staffing Recruiters
- 13,589** Open Jobs
- 2.59** Open Jobs per Recruiter

Followers Leaderboard

Top 5 Staffing Firms by company size and num. of followers

SMB (1-11)



Ent. (11-500)



Global. (>500)

