



Summer 2014

NATIONAL

The last quarter has seen a steady market for technology skills in Australia.

Over the August - October period, organisations - in both the private and public sectors - continue with digital transformation, expansion and upgrade projects. Peoplebank observes that the priority has been on projects that help organisations embrace what Gartner calls the 'digital industrial economy' - that is, the capacity to deliver products, services and customer contact primarily through digital channels.

This investment puts the technology sector in a privileged position - compared with the broader economy, where business confidence has been average at best, and corporate there has been a marked lack of urgency for firms to invest.

Within the tech sector, demand has been strongest for professionals with cloud and digital skills - interestingly, there have been some pockets of demand for infrastructure skills, suggesting some organisations are also renewing their overall capacity.

NSW

As NSW has grown to reclaim the mantle of Australia's strongest State economy in recent months, demand for ICT skills has been steady.

The number of roles available for ICT professionals over the July-August period increased incrementally on those of the previous, very strong quarter (where demand grew by as much as 20% over the three months to end June).

Hiring was especially strong among telecommunications companies and in the banking sector (the largest hirer of ICT skills in the State), while demand patterns have varied by industry sectors.

Strongest demand in the banking & financial services sector was for Project Managers (PMs) and Business Analysts (BAs) with payments, infrastructure projects and digital/mobile domain experience as well as for PMs with Agile skills.

In the telco sector, there were numbers of roles for PMs with Agile skills, Developers in Java, Android and IOS, as well as for Testers. In the commercial sector, there have been numerous opportunities for Senior developers with mobile or Javascript skills, DevOps and Linux Engineers.

Feedback to Peoplebank from the State's largest hirers suggests that demand will continue to be solid through to the New Year.

ACT

Although business investment is generally lagging in the Territory, demand for ICT skills has been very positive over the past three months.

Demand is being driven by the Government sector - especially for contractor skills - as Government agencies get the 'go ahead' for projects that had been delayed, as well as for new digital transformation projects. Hiring is coming directly from Government agencies, and from vendors who are implementing projects for Government clients.

As a result, Peoplebank is placing significant numbers of contract roles, and is beginning to see contractors returning from interstate to take up local opportunities. While there have been some rate rises, this is not a reflection of growing demand - rather it reflects pressure from contractors who - due to recent changes to ACT Payroll Tax - must now cover payroll taxes of around 7% of their salaries.

Demand is strongest for those with specialist SAP, Database and Oracle skills, as well as for Testers and Communications professionals.

Peoplebank anticipates demand will continue to be solid through to the end of the year and - following the seasonal lull - into the New Year.

VIC

The ICT skills market in Victoria began on its highest note for four months, and continued its solid performance over the August-October quarter. This means that the market will have a strong second half for the first time in several years.

Below the overall solidity of the market, however, is a degree of instability as IT departments - in all sectors - re-focus their capabilities into growth areas. Principally, these restructures reflect the new priority of becoming more customer centric, specifically by embracing digital technologies that help improve the customer experience.

Demand is strongest for those with digital skills, as well as expertise in customer facing platforms - including User Interface and User Experience Developers, Visual Designers, Scrum Masters, Iteration Managers, Java Developers. Security, Big Data/Analytics and Cloud skills are also very much in demand.

There is some pressure to transform contract roles to permanent appointments, as organisations realise the value of retaining IT knowledge as part of their long term workforce strategies.

Peoplebank anticipates demand in the State will continue to be solid through to the end of the year and - following the seasonal lull - will further strengthen in 2015.

Market Update

QLD

Following on from its strongest quarter in several years, the August-October period saw further strengthening of demand for ICT skills in Queensland. This is a positive sign that, combined with a rise in the State's business investment, the State is slowly and steadily regaining economic health.

Demand is strongest for contractors, although permanent hiring is improving slowly as companies who had had a freeze on permanent hires begin to realise the central value of ICT skills to their organisations. As a result, there have been some contract roles converted to permanent positions: an early sign that hiring intentions are skewing towards making permanent hires.

Demand is being driven by vendors and telecommunications companies, and is strongest for Technicians, Operational Field Staff, as well as for professionals skills in Data warehousing and Data mining. There is also strengthening demand for Business Analysts and Project Managers.

WA

The Western Australian economy remains strong despite the fading of the mining boom - with the housing market now a primary driver of economic activity.

As a consequence of the changed market, demand for ICT skills over the August-October period was less buoyant than the previous quarter, which had been the strongest hiring period since 2012.

Within the WA market, ICT demand is being driven by two factors: firstly, internal ICT team restructures. Several businesses have - following a careful analysis of their growth drivers - expanded their ICT resources in areas that help exploit opportunities, or into areas that drive operational efficiencies.

In addition - and on a more positive note - there are a number significant projects which are currently in the early stages of planning, and are likely to be implemented in 2015 which should spark strengthening demand.

Currently, strongest demand is for Project Managers, Business Analysis and Architects, as well as - to some extent - for those with specialist development skills in .NET and Java.

SA

Contrary to observations that business confidence is at its lowest point for more than a decade, Peoplebank is seeing a small, steady trend towards growth in the ICT jobs market.

Over the July - September quarter, Peoplebank has tracked rising demand from both Federal and State Government organisations, the banking and finance sector, telecommunications, and IT Consultancy's. While there is no one theme driving demand, organisations are generally making investments around the growth opportunities for their individual businesses, as well as finding ways to automate and drive operational efficiencies.

With this in mind, there is no overall general trend for skills demand, however the requirement for professionals in digital and the Project Management Office is certainly growing. Peoplebank has had positions available across the industry spectrum, including for Project Managers, SharePoint Developers, Test Analysts, Roll Out Engineers, Helpdesk Analysts, D2B Database Administrators, Application Support Analysts, SAP ABAP Developers, Analyst Programmers, Bid Consultants - ICT, Software Engineers, Engineering Program Managers, IT Service Desk and Windows Server Support.

Salary Table

Development	NSW			ACT			VIC			QLD			WA			SA		
	Low	Median	High	Low	Median	High	Low	Median	High	Low	Median	High	Low	Median	High	Low	Median	High
Applications Architect	800	-	1000	800	-	1120	780	-	1100	700	-	1000	800	-	960	640	-	960
	95	130	150	100	115	140	95	120	160	100	115	150	85	100	140	90	100	140
Business Analyst	600	-	850	600	-	880	550	-	850	470	-	800	550	-	680	400	-	720
	75	100	120	75	85	110	80	110	130	60	95	120	80	100	130	60	80	120
Developer - .Net	600	-	800	600	-	880	500	-	750	420	-	800	400	-	640	400	-	760
	70	100	130	75	85	110	55	80	120	60	90	120	65	90	110	60	85	100
Developer - Java / J2EE	560	-	750	600	-	800	500	-	750	410	-	720	400	-	640	400	-	760
	70	90	120	75	85	100	60	85	120	70	90	110	65	85	100	60	85	110
Developer - Datawarehouse / ETL	650	-	850	680	-	880	660	-	970	560	-	1070	640	-	860	480	-	880
	80	110	130	85	90	110	90	110	135	90	110	145	80	90	110	80	100	130
Enterprise Architect	900	-	1500	1000	-	1200	900	-	1300	720	-	1180	960	-	960	560	-	960
	120	150	170	125	130	150	120	150	190	95	120	180	90	180	220	85	100	130
IT Consultant - Functional	800	-	1500	560	-	880	650	-	1000	600	-	1050	620	-	960	560	-	960
	60	110	150	70	80	110	85	120	140	62	91	119	60	100	125	70	85	120
IT Consultant - Technical	800	-	1200	560	-	920	650	-	1000	600	-	840	620	-	960	560	-	960
	90	120	150	70	85	115	85	120	140	57	76	95	65	95	115	85	90	120
J2EE Architect	800	-	1000	760	-	960	900	-	1100	630	-	960	800	-	960	400	-	960
	110	140	150	95	100	120	95	120	150	90	115	145	85	100	140	85	100	120
Oracle Developer	600	-	800	520	-	920	500	-	750	450	-	860	400	-	720	440	-	880
	60	80	110	65	85	115	55	80	115	60	90	115	65	75	100	70	90	120
Sharepoint Developer	600	-	950	600	-	920	550	-	1000	460	-	930	560	-	800	400	-	800
	80	100	120	75	90	115	85	110	140	75	110	140	70	90	120	70	90	120
IOS Developer	600	-	950	440	-	800	400	-	800	450	-	870	500	-	850	450	-	800
	65	85	120	55	85	100	80	110	140	60	90	125	60	90	115	65	85	110
Android Developer	600	-	950	440	-	800	400	-	800	450	-	900	480	-	800	440	-	700
	65	85	120	55	85	100	80	110	140	60	90	130	60	90	115	65	80	100
Software Build & Release Manager	700	-	900	760	-	880	700	-	900	550	-	980	560	-	880	560	-	800
	60	90	125	95	100	110	95	110	130	65	110	140	70	100	120	75	90	110
Solutions Architect	700	-	1100	760	-	1040	800	-	1200	660	-	1100	800	-	960	640	-	1040
	110	130	170	95	115	130	110	140	180	85	110	180	85	150	200	85	100	130
Technical Writer	450	-	640	600	-	800	550	-	800	430	-	640	480	-	560	480	-	640
	70	90	120	75	90	100	70	100	120	55	75	90	55	65	80	60	60	90
Test Analyst	450	-	700	400	-	520	500	-	700	370	-	690	400	-	600	400	-	600
	60	85	100	50	60	65	60	80	110	62	90	105	60	80	100	60	70	90
Test Manager	650	-	850	680	-	800	750	-	900	560	-	860	600	-	800	600	-	800
	80	120	150	85	95	100	120	140	160	80	100	125	85	90	120	85	100	120

Salary Table

ERP	NSW			ACT			VIC			QLD			WA			SA		
	Low	Median	High	Low	Median	High	Low	Median	High	Low	Median	High	Low	Median	High	Low	Median	High
	Contract Rates are Daily and in Italics Permanent Salaries are expressed in \$'000 and in bold																	
Oracle Financials Functional	800	-	1000	840	-	1000	700	-	950	690	-	1020	720	-	1050	560	-	1080
	80	110	140	105	110	125	70	100	130	67	90	120	65	80	120	75	90	130
Oracle Financials Technical	700	-	900	840	-	1000	700	-	950	710	-	950	720	-	1050	480	-	1040
	65	110	140	105	110	125	65	105	130	72	90	115	65	80	120	75	90	120
Microsoft Dymamics GP	400	-	700	800	-	1000	750	-	1200	680	-	930	630	-	850	680	-	850
	85	100	120	100	110	125	70	100	130	70	95	120	80	100	130	70	100	120
SAP ABAP	600	-	800	800	-	1040	650	-	900	630	-	840	480	-	800	640	-	1040
	65	95	120	100	110	130	75	110	140	72	105	120	65	75	100	80	100	150
SAP Basis Administrator	600	-	800	800	-	1000	650	-	850	500	-	740	480	-	800	560	-	800
	60	100	120	100	110	125	80	120	140	57	86	110	65	80	110	70	95	120
SAP Functional	750	-	1200	750	-	1200	650	-	1000	720	-	1010	640	-	1000	520	-	1120
	70	100	130	70	100	130	85	120	140	80	105	130	80	110	140	70	120	150
SAP Management	900	-	2500	900	-	2500	900	-	2500	880	-	1920	820	-	1650	520	-	960
	70	120	200	70	120	200	75	120	200	70	120	180	65	100	155	70	120	130
SAP Technical	700	-	1200	700	-	1200	700	-	1200	770	-	1130	750	-	1080	520	-	880
	70	100	130	70	100	130	80	100	130	72	105	120	70	90	115	70	120	140

Management	NSW			ACT			VIC			QLD			WA			SA		
	Low	Median	High	Low	Median	High	Low	Median	High	Low	Median	High	Low	Median	High	Low	Median	High
	Contract Rates are Daily and in Italics Permanent Salaries are expressed in \$'000 and in bold																	
Applications Development Mgr - large scale	900	-	1200	900	-	1360	800	-	950	780	-	980	960	-	1280	600	-	1200
	125	150	200	125	150	175	120	140	150	90	105	135	120	150	190	90	100	140
Applications Development Mgr - small scale	700	-	900	700	-	900	750	-	900	650	-	770	800	-	1120	600	-	720
	110	120	150	110	120	150	110	130	140	85	95	110	110	130	170	85	95	100
CIO/IT Director	2000	-	2500	1130	-	1700	1300	-	2500	1180	-	1580	1100	-	1500	960	-	2000
	200	250	350	120	170	205	180	240	300	125	152	190	150	180	250	130	150	240
Computer Operations Manager	600	-	700	600	-	880	600	-	800	540	-	820	560	-	780	640	-	960
	80	80	110	80	80	110	90	120	150	80	95	119	100	110	135	120	140	130
Help Desk Manager	600	-	700	600	-	700	500	-	700	540	-	750	440	-	560	560	-	880
	85	100	110	85	100	110	70	80	95	70	90	110	60	75	90	80	95	120
I.T. Manager	1000	-	1200	1000	-	1200	600	-	800	680	-	710	560	-	800	640	-	960
	95	120	180	95	120	180	90	120	150	86	100	110	90	120	170	85	120	150
Service Delivery Manager	650	-	950	650	-	950	650	-	950	640	-	800	560	-	880	800	-	960
	90	150	200	90	130	160	90	110	160	85	95	124	95	120	150	90	120	150
Technology & Infrastructure Mgr - large scale	900	-	1200	900	-	1200	700	-	950	720	-	950	720	-	1040	800	-	1120
	120	140	200	120	140	200	90	120	150	95	105	135	100	120	150	130	140	160

Salary Table

Support/Infrastructure	NSW			ACT			VIC			QLD			WA			SA		
	Low	Median	High	Low	Median	High	Low	Median	High	Low	Median	High	Low	Median	High	Low	Median	High
Change Manager	700	-	900	680	-	880	550	-	800	550	-	850	640	-	880	560	-	800
	90	120	150	85	95	110	90	105	140	70	95	130	70	90	125	90	120	150
Data Communications Engineer	650	-	850	640	-	1000	500	-	750	450	-	790	480	-	720	480	-	640
	70	100	130	65	80	100	70	90	115	53	81	110	55	75	100	70	80	110
DBA - Oracle	600	-	850	720	-	880	600	-	800	510	-	750	520	-	760	480	-	800
	80	110	140	70	85	110	80	110	155	62	91	110	65	80	100	70	80	120
DBA - SQL Server	600	-	850	720	-	880	650	-	800	510	-	720	520	-	760	400	-	640
	85	120	140	65	80	110	90	110	155	62	91	110	60	83	105	70	80	110
Desktop/PC Support	240	-	450	240	-	440	300	-	400	310	-	440	240	-	360	320	-	480
	50	65	80	40	45	55	50	65	85	57	67	76	50	60	70	55	70	80
Help Desk Support	200	-	300	240	-	360	200	-	300	240	-	330	200	-	280	165	-	280
	45	60	70	45	55	60	40	50	60	53	62	72	40	48	55	45	60	75
Incident Manager	450	-	600	560	-	800	450	-	700	420	-	620	420	-	570	480	-	640
	60	90	130	70	85	100	60	90	130	55	90	120	60	80	110	80	90	110
Infrastructure Architect	700	-	1000	800	-	960	800	-	1000	690	-	880	800	-	960	640	-	1040
	110	130	160	100	110	120	110	140	180	90	115	135	85	110	130	90	110	150
Network Designer	600	-	900	880	-	1200	800	-	900	550	-	840	640	-	800	600	-	880
	75	100	140	110	130	150	100	125	140	67	95	120	80	100	125	85	100	120
Network Engineer	450	-	750	720	-	880	550	-	850	450	-	730	480	-	680	480	-	720
	65	95	130	90	95	110	80	110	140	62	90	110	80	100	120	75	90	100
Operator	280	-	450	310	-	480	300	-	500	280	-	400	310	-	450	400	-	560
	50	60	70	50	65	75	50	80	95	45	53	62	50	60	70	60	75	85
Security Administrator	500	-	800	720	-	1000	700	-	850	500	-	680	540	-	720	560	-	760
	60	100	120	90	100	125	85	116	130	60	80	95	65	85	100	80	90	110
Security Architect	800	-	1200	1040	-	1280	800	-	1100	630	-	960	670	-	960	560	-	760
	100	130	180	130	145	160	110	150	190	90	100	150	95	115	150	100	110	130
Security Engineer	650	-	900	600	-	880	700	-	850	570	-	900	640	-	800	560	-	880
	80	110	130	75	90	110	90	110	130	70	90	130	70	90	110	90	100	140
Trainers	400	-	900	560	-	800	400	-	800	370	-	860	400	-	640	480	-	720
	60	80	100	70	85	100	60	75	90	53	72	110	60	70	85	70	85	90
Unix Systems Administration	600	-	800	800	-	1000	500	-	800	420	-	650	440	-	640	480	-	640
	65	100	130	100	115	125	70	100	125	53	76	100	70	90	110	75	85	100
Wintel Server Engineer	550	-	800	640	-	800	450	-	750	450	-	700	480	-	680	440	-	640
	75	95	140	80	90	100	70	90	120	62	90	110	70	90	110	80	90	110

Salary Surveys

Telecommunications	NSW			ACT			VIC			QLD			WA			SA		
	Low	Median	High	Low	Median	High	Low	Median	High	Low	Median	High	Low	Median	High	Low	Median	High
	Contract Rates are Daily and in italics Permanent Salaries are expressed in \$'000 and in bold																	
CS Core Engineer	400	-	750	560	-	750	450	-	750	450	-	750	435	-	705	450	-	750
	70	100	120	70	100	110	70	100	120	70	100	120	65	95	115	70	100	120
OSS Engineer	400	-	750	500	-	800	500	-	800	500	-	800	485	-	750	500	-	800
	80	110	130	80	110	105	80	110	130	80	100	130	75	105	125	80	110	130
PS Core Engineer	400	-	750	450	-	800	450	-	800	450	-	800	435	-	750	450	-	800
	70	100	130	70	100	110	70	100	130	70	100	130	65	95	125	70	100	130
RAN Engineer	400	-	750	450	-	750	450	-	750	450	-	750	435	-	705	450	-	750
	70	100	120	70	100	100	70	100	120	70	100	120	65	95	115	70	100	120
RF Engineer	400	-	750	500	-	800	500	-	800	460	-	720	384	-	600	500	-	800
	70	100	120	70	100	110	70	100	120	70	100	120	70	100	120	80	120	150
Telco Project Manager	600	-	850	760	-	950	600	-	850	640	-	870	620	-	815	600	-	900
	100	120	150	100	120	125	100	120	150	100	120	150	95	115	145	100	120	150
Transmission Engineer	400	-	750	450	-	900	450	-	750	450	-	750	435	-	705	450	-	750
	70	100	120	70	100	120	70	100	120	70	100	120	65	95	115	70	100	120

IT Project Office	NSW			ACT			VIC			QLD			WA			SA		
	Low	Median	High	Low	Median	High	Low	Median	High	Low	Median	High	Low	Median	High	Low	Median	High
	Contract Rates are Daily and in italics Permanent Salaries are expressed in \$'000 and in bold																	
Change Manager - Organisational	800	-	1200	760	-	880	800	-	1200	770	-	1100	560	-	1040	600	-	800
	120	160	200	90	95	105	120	160	200	120	160	180	80	120	150	110	150	180
PMO Manager	700	-	950	800	-	1000	700	-	950	730	-	1000	720	-	1000	600	-	800
	120	130	200	100	110	115	120	130	180	120	135	185	100	130	150	120	130	180
Program Manager	1000	-	2000	1050	-	1200	900	-	1200	800	-	1200	1000	-	1240	700	-	1120
	110	130	180	115	125	140	130	150	200	100	120	150	120	140	180	100	130	150
Project Analyst	400	-	700	450	-	560	400	-	750	390	-	660	480	-	640	350	-	600
	60	75	95	50	60	70	60	75	95	60	75	95	70	85	100	60	75	95
Project Administrator	300	-	450	450	-	560	350	-	550	300	-	450	440	-	520	280	-	600
	60	75	85	50	60	70	50	65	80	60	70	80	50	60	75	60	70	85
Project Co-ordinator	400	-	650	450	-	560	400	-	650	410	-	610	320	-	520	300	-	650
	70	75	90	50	60	70	70	75	90	70	75	90	55	70	90	70	75	90
Project Scheduler	700	-	1000	750	-	880	600	-	1100	570	-	830	480	-	640	450	-	700
	85	120	160	85	95	110	85	120	160	80	100	130	70	85	100	75	85	120
Project Manager - Applications	700	-	1000	720	-	920	700	-	900	650	-	850	680	-	1000	600	-	900
	95	115	150	95	115	120	95	115	150	95	115	150	100	120	140	90	110	150
Project Manager - Infrastructure	650	-	1000	680	-	900	700	-	900	650	-	850	680	-	1000	600	-	900
	95	115	150	95	105	115	95	115	150	95	115	150	100	120	140	90	110	150

About the Peoplebank ICT Salary Tables

The Peoplebank ICT Salary Tables are based upon ICT job offers and employment activity in each location Peoplebank operates in during the past three months.

Permanent Salaries

All permanent salaries listed are **base salaries only** and do not include bonuses, superannuation, commissions or other benefits.

When formulating salary ranges, as a general rule...

Low: The lowest salary expectation. Usually less than 3 years of experience in the role

Median: The middle salary expectation. This will tend to be the predominant expectation with most candidates having 3 to 5 years in the role

High: The highest salary expectation. The best candidates available with most candidates having more than 5 years in the role.

Salary and Rate Movements

Salaries and rates shown in **green** indicate an increase over the past three months whilst those shown in **red** indicate a decrease.

Contract Rates

Please note that all rates listed are the **'Rate to the Contractor'** only and do not include management fees, superannuation, bonus, commissions or any other benefits or fees.

When formulating Contractor ranges, as a general rule...

Low: the minimum daily rate achieved for that position
to

High: the maximum daily rate achieved for that position

More Information

To learn more about the Peoplebank ICT Salary and Employment Index, please feel free to contact one of our recruitment specialists in the following locations:

NSW

phone: 02 9409 4700

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ACT

phone: 02 6245 1700

email: canberra@peoplebank.com.au

VIC

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QLD

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WA

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SA

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