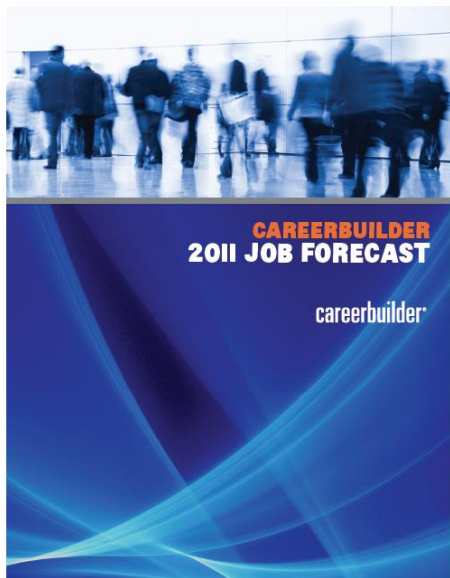


THE **BREAKTHROUGH** SERIES

from
**Thought
Rock**

The Presentation Will Begin At 12PM EST



2011 Job Forecast & Hiring Trends

Join Matt Collaton from CareerBuilder.com as he talks about hiring trends in 2011 (IT is the #2 vertical where job growth will be added), covers compensation increases and finally how to better position yourself online for employers to find (and hire) you!

Matthew Collaton, Sr. Sales Manager

careerbuilder.com

2011 IT Job Outlook

Matthew Collaton

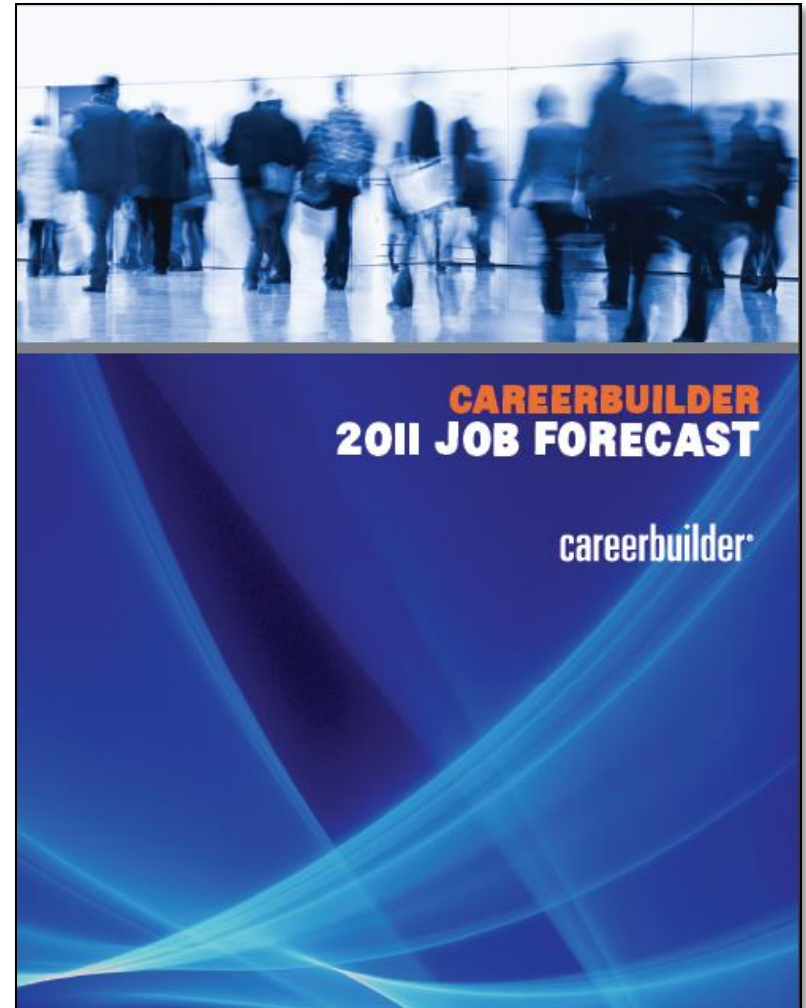
Sr. Sales Manager, CareerBuilder

careerbuilder®



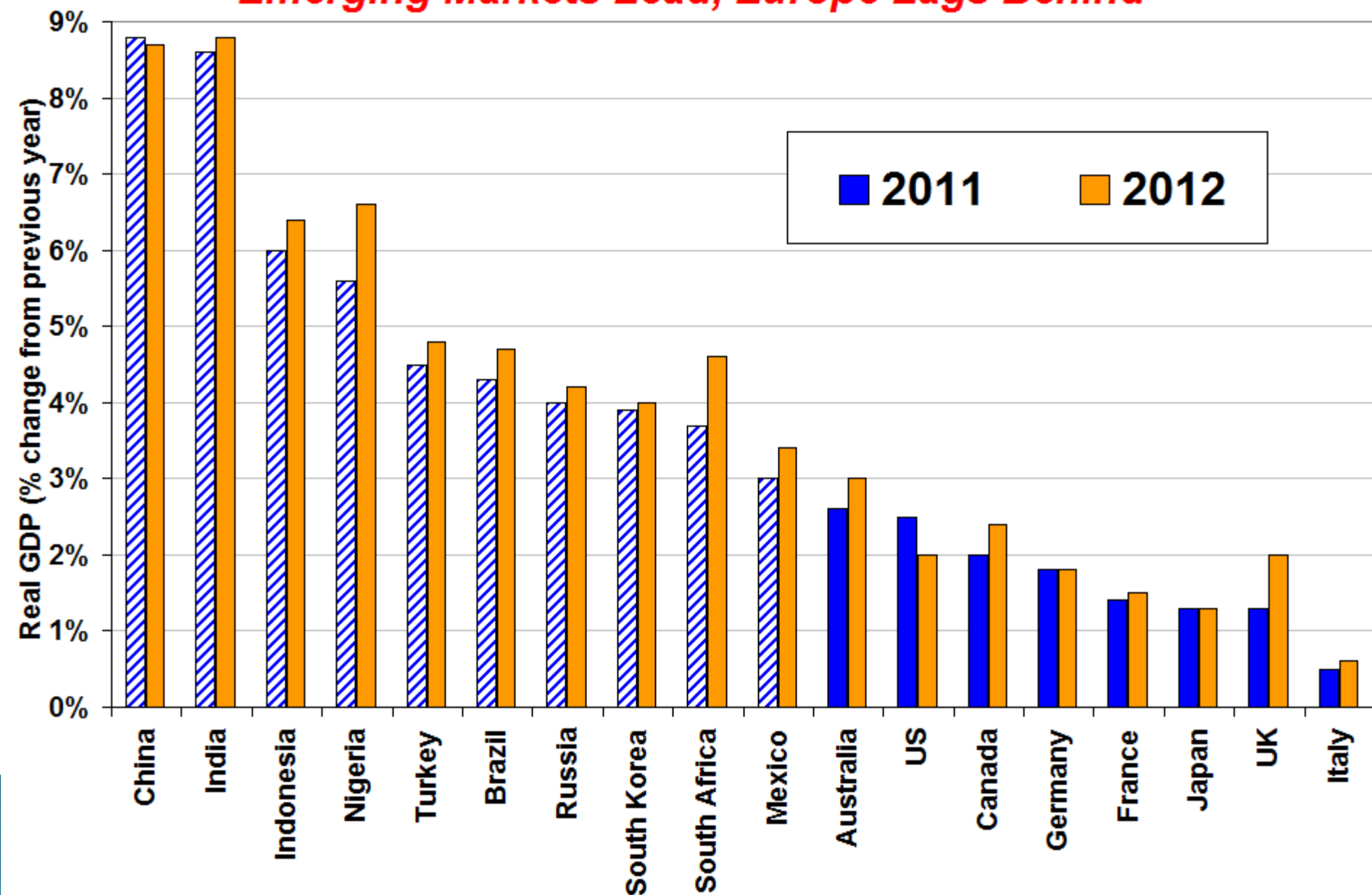
On The Agenda

- ▶ Economy & Job Market growth overview
- ▶ Hiring and compensation trends
- ▶ Positioning yourself online

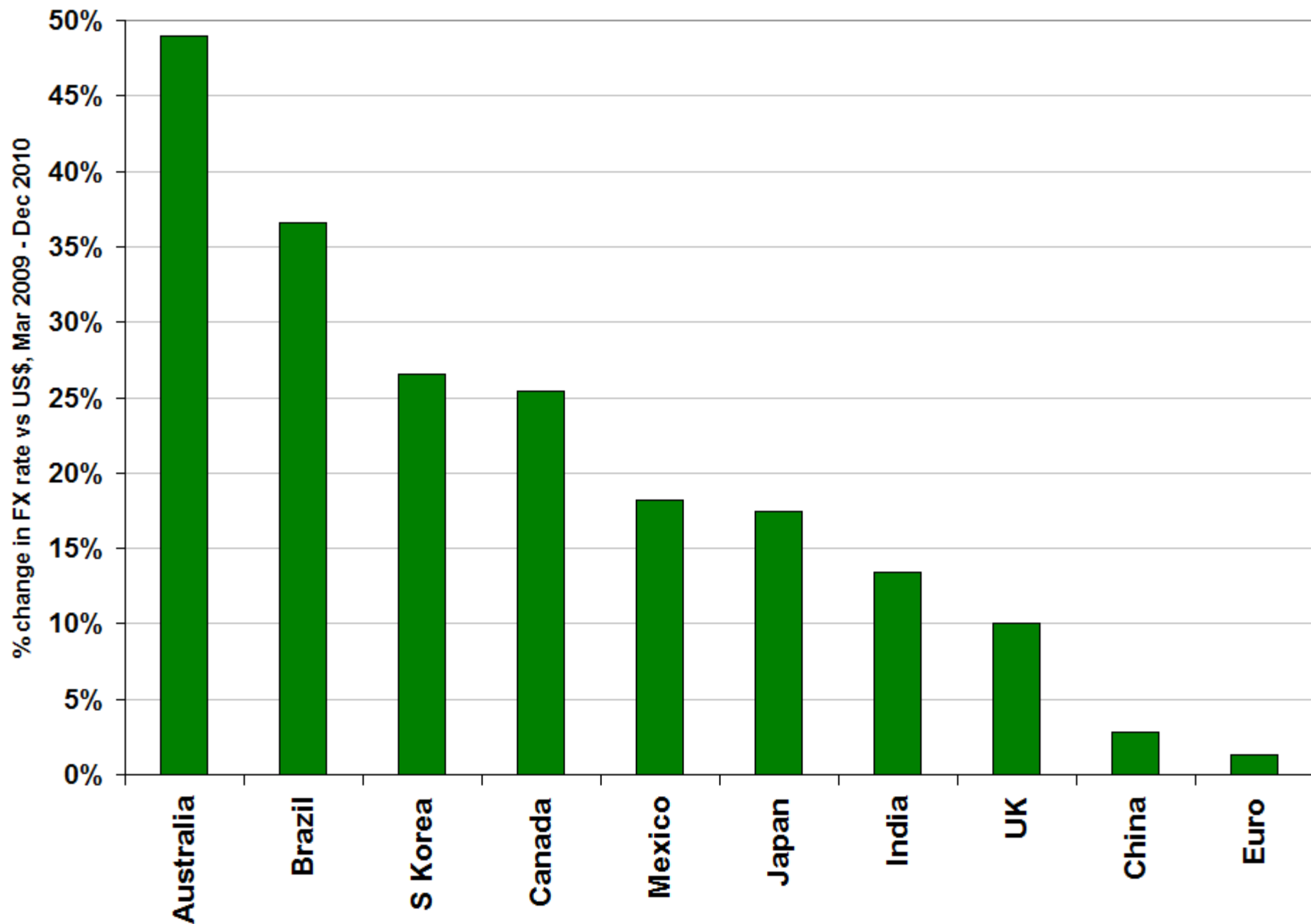


Global Recovery: After the Recession, Key Economies are Growing

Emerging Markets Lead, Europe Lags Behind

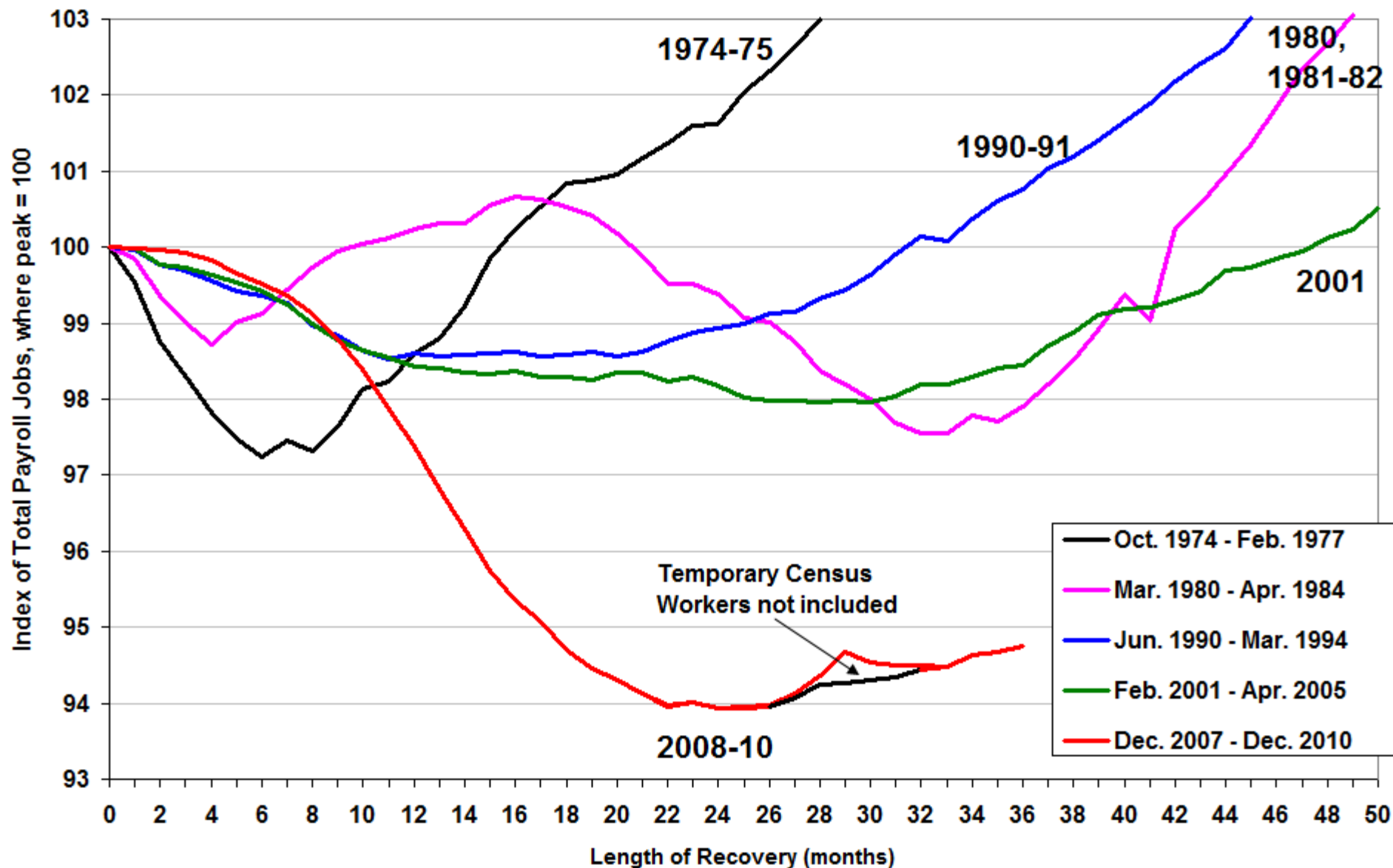


Major Currencies Rose vs. the \$US Since March 2009



Job Recovery After a Recession

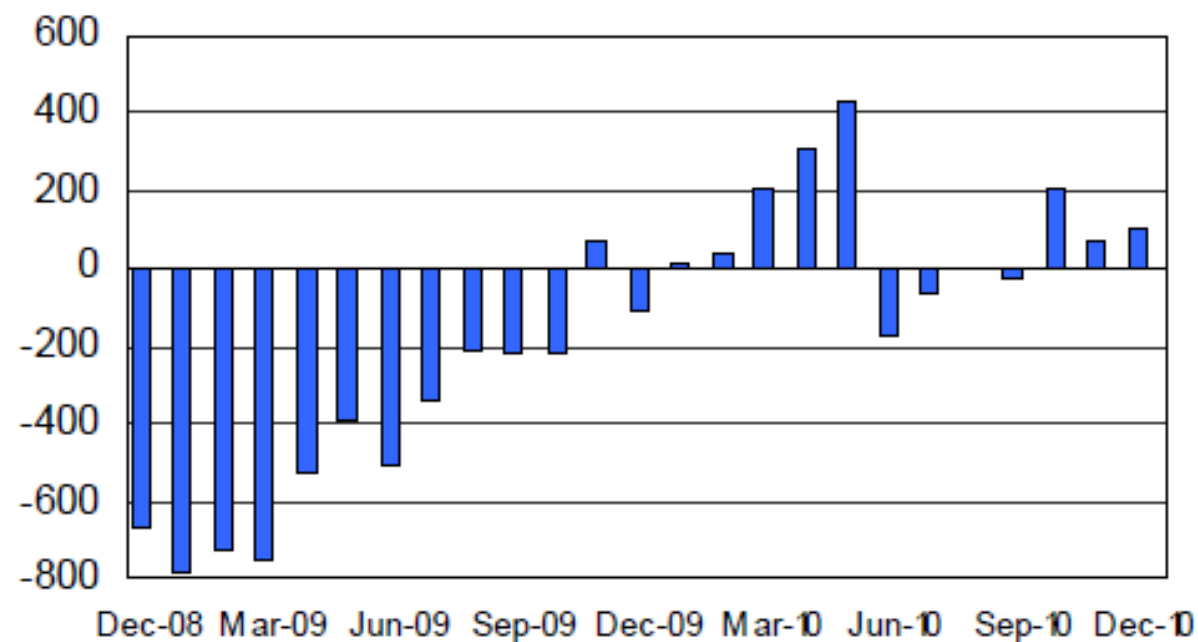
Sometimes Swift, Sometimes Slow and Painful



Q4 2010 US Job Creation

Chart 2. Nonfarm payroll employment over-the-month change, seasonally adjusted, December 2008 – December 2010

Thousands



Data Source: Bls.gov

Q4 2010 Canadian Job Creation

Labour Markets



Data Source: Conference Board of Canada

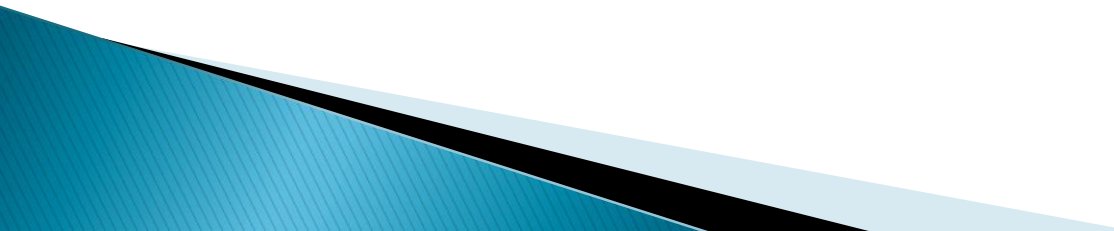
2011 Hiring Forecast

2011 Hiring Forecast:

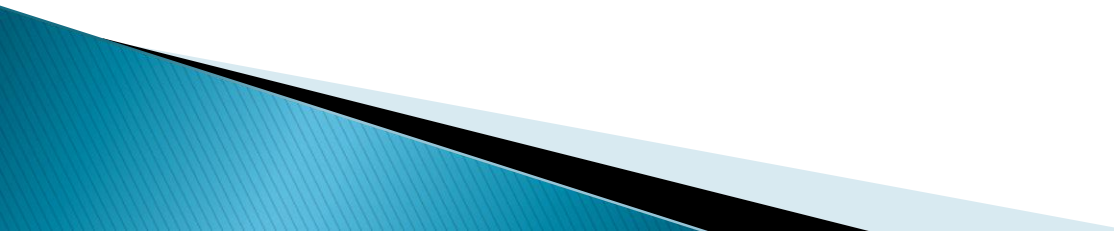
- ▶ “More employers plan to add full-time, permanent headcount in 2011 compared to 2010 with a continued emphasis on hiring in technology and revenue-producing fields.”
Source, Harris Interactive

2011 Hiring By Sector

Top Functional Areas for Hiring

- ▶ Among employers who plan to increase their full-time, permanent headcount in 2011, Sales is the most popular functional area they will be hiring for as they focus on expanding their customer base and market penetration. The top ten functional areas for recruitment include:
 - ▶ 1) Sales – 27 percent
 - ▶ 2) **Information Technology – 26 percent**
 - ▶ 3) Customer Service – 25 percent
 - ▶ 4) Engineering – 21 percent
 - ▶ 5) Technology – 19 percent
 - ▶ 6) Administrative – 17 percent
 - ▶ 7) Business Development – 17 percent
 - ▶ 8) Marketing – 17 percent
 - ▶ 9) Research/Development – 15 percent
 - ▶ 10) Accounting/Finance – 14 percent
- 

2011 In-Demand IT Jobs

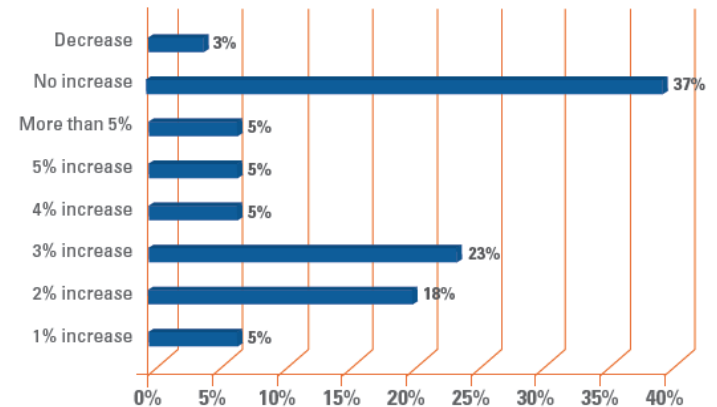
- ▶ **Senior Business Systems Analysts** – enhance existing systems and leverage new hardware and software
 - ▶ **ERP Technical Developers** – improve efficiency and cut costs
 - ▶ **Business Intelligence Analysts** – Reduce costs and better evaluate internal and external customers
 - ▶ **Data Modeler** – complex data requires people who can complex methods of handling and processing
 - ▶ **Mobile Applications Designer** – smart phones and tablets
 - ▶ **User Experience (UX) Designer** – develop innovative and impactful online experiences for customers
- 

War For IT Talent

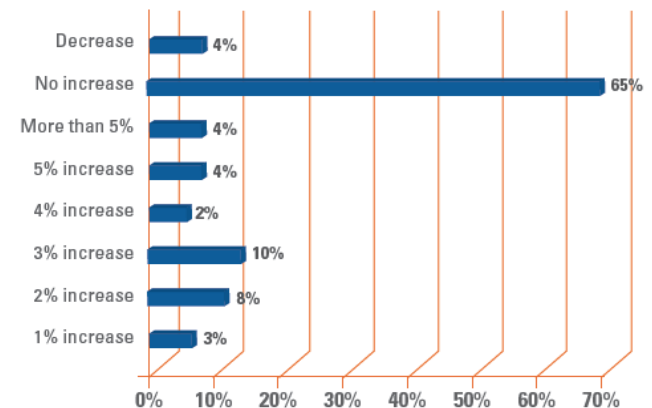


Compensation in 2011

What will be the average increase in salaries for existing employees at your company, at your location, in 2011 compared to 2010?



What will be the average increase in salaries on initial job offers for new employees, at your location, in 2011 compared to 2010?



How to position yourself online

careerbuilder®

facebook

sologig.com



monster®



▶ Career Networks

▶ Social Media

Be Ready

An opportunity can arise at any time.

- ▶ Current Resume
- ▶ Letters of recommendation
- ▶ Industry Acumen



Facebook



Keeping it clean.

- ▶ Privacy Settings
- ▶ Update Education & Employment info

A composite image featuring the Facebook logo and a cleaning sponge. The logo, in white lowercase letters on a blue rectangular background, is positioned at the top. Below it, a yellow rubber glove holds a large, porous orange sponge against a wall of light blue square tiles.

facebook.

Facebook



Be Involved

- ▶ Stay current on industry topics
- ▶ Network
- ▶ Allow employers to target job ads to you based on your interests.



The screenshot shows the ITIL Facebook page. The header includes the Facebook logo, a search bar, and navigation tabs for Wall, Info, Discussions, News, Contact, and Events. The main content area features the ITIL logo, a post about IT certifications for 2011/12, a post about the Davos Debates 2011, and a post about removing Indonesia from the list of countries that can post on the wall. The left sidebar shows the page's URL (facebook.com/itservicemanagement), a friend who likes the page (Thought Rock), and a list of 13,398 people who like the page, including Francesco Stilitano, Usama Thabit, Luis Lira, Hadeel Diab, Oscar Diaz, Mohamed Karim, and Aguenau.

Twitter



- ▶ Brand “YOU”
- ▶ Follow Companies



LinkedIn

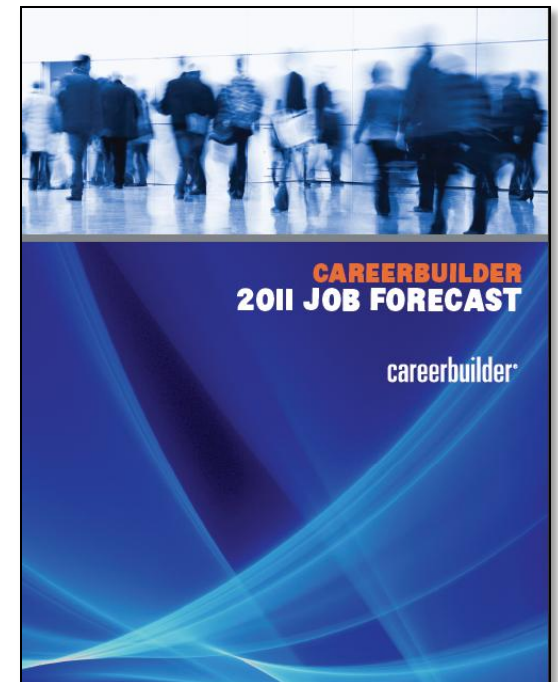


- ▶ Complete your profile
- ▶ Get recommendations
- ▶ Network



Resources / Questions

- ▶ Copy of Job Forecast will be emailed out.
- ▶ matthew.collaton@careerbuilder.com
- ▶ www.careerbuilder.com



THE **BREAKTHROUGH** SERIES

from
Thought
Rock

Join Us For Lunch Every Tuesday At 12PM!

Phone: 1.877.581.3942

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