

## Telework Association Newsletter: 21 July 2008

### NEWS

#### **JOBS MARKET CONTINUES TO PROP UP UK ECONOMY**

The latest official labour market statistics, published earlier today by the Office for National Statistics (ONS), show that the UK jobs market continues to be in good health. It has shown another rise in the number of people in employment and only a modest increase in both the number of people unemployed and the economically inactive. The number of job vacancies has dropped by around five per cent in the previous quarter, but the overall job vacancy landscape remains positive by historical standards.

Pay pressures also remain subdued in spite of recent hikes in the rate of inflation. The measures for calculating average earnings show a slight fall compared with the previous month.

Gerwyn Davies, Public Policy Adviser at the Chartered Institute of Personnel and Development (CIPD) comments, "Yet again, the jobs figures continue to defy the woes experienced by the rest of the economy, which will provide some comfort to the Government and reassure the Bank of England that pay rises still pose little threat to inflation. While there has been an increase in the claimant count, the numbers classified as economically inactive have risen less fast, and the number in employment has continued to rise."

Davies continues, "However, despite the apparent resilience of the labour market, a loud note of caution should be sounded given that these figures do not include the swathe of redundancies that have been announced in the past month or so. And with a number of employers poised to pull the redundancy trigger in the next six months, the Government will be hoping for some better economic news as the year progresses."

One reason that employment remains high is the ongoing struggle employers have to attract and retain talent. This is discouraging employers from rushing to make redundancies. But each further knock to confidence in the economy risks triggering an avalanche of job losses. We hope that the labour market can cling on – but the next few months could be a white knuckle ride.

Curbing pay rises is one of the obvious ways in which organisations can minimise redundancies, so it is encouraging to see that pay restraint is being shown. However, if such restraint is not shown, particularly in the event of a possible interest rate rise, the risk of an avalanche of job losses becomes even greater."

Davies concludes, "It requires a leap of imagination to compare this situation with the previous downturns when unemployment was measured in millions and pay levels rocketed."

#### **LAST CHANCE FOR LOCAL BUSINESSES TO REGISTER FOR FREE TRIAL**

Small and medium sized businesses have until the end of this month (July) to register for a three month trial which provides free access to thousands of public sector contract opportunities.

More than 87,500 contracts have been advertised on [www.supply2.gov.uk](http://www.supply2.gov.uk) since it launched two years ago, specifically aimed at smaller sized firms that benefit from tenders valued at £100,000 or less. Business Minister Shriti Vadera said: "Many smaller businesses are more innovative, have lower costs and present better value for taxpayers than larger firms. We need to ensure they have better access to Government procurement to give them the opportunity to grow."

Businesses which register for the online trial at [www.supply2.gov.uk](http://www.supply2.gov.uk) will receive free access to contracts across the UK and Northern Ireland. The free trial has so far been popular with small businesses. 86% of new registrants have less than 20 employees and 73% have a turnover of less than £1million.

The trial is part of the Department for Business' Enterprise Strategy, released in March alongside the Budget, which outlines new measures to increase the amount of government business that is won by small firms. It also included:

- An independent review - currently underway - to identify where the Government can improve accessibility for SMEs to public sector contracts
- A change to the small print for government procurement that will allow companies, particularly small firms, to use invoice financing when competing for public contracts.

More than 3,000 new contracts are available on [www.supply2.gov.uk](http://www.supply2.gov.uk) each month from nearly 5,500 public sector buyers, including sub-contracting opportunities linked to the London 2012 Games. 71% of buyers are from local government.

## WORK OPPORTUNITIES

### SOFTWARE DEVELOPER

Our client is an award winning, digital communications agency. Recognised by their clients, competitors and the industry as innovative, committed and dedicated - they work with clients from a range of sectors including sport, charity and government. An opportunity has now arisen for a talented Software Developer to join their team.

In order to fulfil their current long term contracts and allow them to grow further they are now seeking a new team member that is equally as innovative, committed and dedicated. Whether you're a junior Developer looking for to kick start your career or you're an experienced candidate looking for the chance to work for a company with a string of awards under their belt - this role is the ideal opportunity to continue to develop your talents as our client is keen to hear from candidates with a range of experience.

As part of a vibrant, diverse team, as a Software Developer you will be working on new and existing projects, always at the cutting edge of technology. This position is **home based** and may eventually lead to working from the office. Travel to our client's office in Bedford once a week for meetings will be required.

The company strongly favours projects that will make a difference as well as profit. For example, their work on behalf of charities and disabled groups has not only had a huge impact on the lives of individuals, but it has also won them a string of awards. Your duties will include:

- developing sophisticated database driven internet sites and applications
- using technologies including ASP.Net, ASP, VB.Net, XML, XSLT, SQL, HTML, JavaScript, CSS
- liaising with clients
- business analysis - including producing solutions and specifications
- assisting with the development of their core CMS systems to the next level

To succeed in this role you will be an experienced Software Developer with considerable experience under your belt. Our client is also keen to hear from talented graduates (or equivalent) entering the workplace for the first time and looking to start their career. For this role it is essential that you have skills in the majority of the following:

- .Net, ASP.Net, VB.Net
- ASP
- XML
- SQL

- HTML, CSS
- JavaScript
- Ajax
- SMS

Additionally, as a Software Developer (ASP.Net, VB.Net, JavaScript) you must be able to work effectively on your own, with limited supervision, and as part of a dynamic team. Excellent problem solving and analytical skills are also essential, as is your clarity of thought.

Salary £18,000 - £35,000 DOE Plus Life Assurance, Individual Benefits Package.

<http://tinyurl.com/6xk2qu>

### **SIX SIGMA SPECIALIST FOR BUSINESS OUTSOURCING**

A rapidly growing outsourcing business that is already working with 75% of the FTSE is looking for a qualified Six Sigma Specialist to manage and deliver change including:

- managing a sequence of programmes to support service delivery and performance improvement,
- driving implementation of performance improvements,
- and supporting a portfolio of projects to deliver to time/cost/ quality.

To join this world-leading company that delivers a wide range of services to multiple clients you will be:

- a qualified management accountant (ACCA, CIMA, ACA),
- from a background in either transitioning projects or business improvement,
- experienced in Lean / Six Sigma improvement methodologies,
- a project manager who is able to deliver to time, cost and quality,
- passionate about driving change.

**Home based.** Salary £70,000 to £90,000. <http://tinyurl.com/6z5wol>

### **BID MANAGER**

This outstanding opportunity is to work for one of the country's leading providers of outsourcing solutions across the UK. You will be heavily involved in the bid process covering a portfolio of services focussed on the Local Government vertical. As such, you will need a demonstrable track record of bidding for contracts in the region of £10m with Local Government. The portfolio will include revenues and benefits collection services, consultancy and contact centre solutions amongst others. This **home based** role can offer real earning potential and fantastic career progression prospects within this premier client.

Salary £50,000 to £60,000. <http://tinyurl.com/5men55>

### **C# WEB DEVELOPER**

The role is mainly technical development using the C# language within a web environment and to manage the whole project lifecycle from client specifications to implementation. There is some travel involved with visiting clients so good communication skills and a tidy outward appearance would be required but the role is **mainly home based**. You would be directly answerable to one of the senior developers and the Managing Director. There is also opportunity to experience firsthand the business side of things including Sales and Marketing. This is an exciting role working with the latest web technology and within a dynamic and diverse company. Required Skills

- C# (2 years minimum)
- Asp.net (2 years minimum)
- HTML (2 years minimum)
- CSS (2 years minimum)
- SQL2000 or above (2 years minimum)
- OO Design (2 years minimum)

Desirable skills

- XML
- Web services
- XHTML
- ASP
- VBScript
- Sharepoint
- Windows mobile solutions

Salary £25,000 to £35,000. <http://tinyurl.com/ypa4u5>

### **TELESALES EXECUTIVE / OUTBOUND SALES ADVISOR**

Are you looking for an overseas opportunity in one of the most exciting places in the world? Are you an enthusiastic Sales professional looking to earn a fantastic income? If so, this could be your next career move! Our client is a reputable offshore investment consultancy company that provides independent advice to expatriates on how to take advantage of their status and maximise their investment returns. They are now looking to recruit an ambitious Telesales Executive / Outbound Sales Advisor to join their team.

This is a fantastic opportunity for an experienced and successful Telesales Executive or Outbound Sales Advisor to join our client's winning teams in Tokyo or Singapore. The successful candidate will receive a support package that includes free initial flights and accommodation, and this position can be office or **home based** (in Singapore or Tokyo).

Working with a range of High Net Worth clients, as a Telesales Executive / Outbound Sales Advisor you will be responsible for marketing the company's services and arranging appointments for two of their most senior Consultants in South East Asia and Japan.

To succeed in this role you must have a previous experience in an outbound sales role, preferably from within the financial services. You'll also need to be tenacious, talented and eager to play a hands-on role from day one. This role is only for the ambitious among you.

Salary £50,000 OTE + benefits. <http://tinyurl.com/5wm834>

### **ICAS ADVOCATES**

Giving people a voice - and making sure it's heard - is something POhWER does every day. It's all about promoting equality, challenging unfairness and giving disadvantaged and vulnerable clients access to high quality advocacy services. We are a registered charity that provides advocacy services, including the Independent Complaints Advocacy Service (ICAS), across the East of England, London and the Midlands.

**Working mainly from home** and reporting to one of our London offices, you'll be a computer literate team player who will work in direct partnership with clients to understand their issues by listening, exploring options and taking action as directed by them. Strong communication and time management skills are vital. These two key roles (one permanent and one 9-month fixed term contract) call for paid or unpaid experience in an advocacy or similar role, ideally in a health, social care or voluntary setting.

Salary £21,888 (plus £3,182 London Weighting) <http://tinyurl.com/5ojwqw>

### **UNIFIED COMMS (UC) SUPPORT ENGINEER**

I am urgently looking for a Unified Comms (UC) Support Engineer to work out of either Oswestry or Oxford or **Work from Home**

This is an outstanding opportunity for an experienced Cisco Telephony Support Engineer to join a team of Cisco voice and data networking professionals work in a high-growth area of technology.

My client wishes to grow capability and market coverage in key convergence technologies, such as LAN, IP Telephony, Wireless networks and security. These opportunity has arisen because of the increase in demand from clients for new generation complex global networked ICT solutions, with customers coming from a number of sectors, including Financial Services, Government, Consulting, FMCG, Energy and Pharmaceuticals.

We are looking to appoint at a senior level with the principle activity to provide outstanding 2nd and 3rd line technical support to large blue-chip customers on a range of Cisco telephony products. There is a remunerated '1 in 6 week' on-call shift rota. Key Role Requirements

- A good level of knowledge in Cisco telephony products and experience supporting these.
- CCVP - working towards this as a minimum, preferably approaching completion and / or CCIE (written) achieved.
- Other telephony product knowledge, eg PABX, Avaya, CTI platform products, preferred.
- Experience of Cisco CallManager, IPCC and Unity preferred.
- Good incident management skills - and must be able to work as part of a team
- Good customer helpdesk skills & excellent telephone manner.

This is your opportunity to add real value to a high-growth business at an exciting stage in its development, an organisation that values its people and rewards their contribution in building long-term customer partnerships.

Salary £55,000. <http://tinyurl.com/5pq6mm>

### **RESEARCHER - AGRICULTURAL EQUIPMENT**

Our client is a leading supplier of automotive market intelligence delivering the world's most complete, accurate and up-to-date databases of vehicle prices and specifications, industry news including incentives information, sales and registrations data. A Researcher is required to provide comprehensive research of the Agricultural Equipment market. This role requires strong self motivation in conjunction with an analytical approach to data collection. Essential Job

Responsibilities:

- Research - accurate, timely and relevant research of prices and specifications data for Agricultural Equipment
- Contacts - a proactive approach is required by the job holder to secure contacts within the Agricultural Equipment industry to obtain the necessary data
- Data - collecting data on a regular basis, accurate input of data and maintaining an up-to-date and complete database
- News - preparation of news articles both in English and local language for the Company's International Electronic News Service
- Visiting Agricultural Equipment showrooms, Agricultural Equipment shows and manufacturers to carry out physical inspections and gather data and contacts and follow market events

The ideal candidate will have been educated to degree level, with qualifications in engineering, economics, statistics, business studies, marketing, psychology or similar. A good command of both written and spoken English is essential as well as knowledge of agricultural equipment, the economy and current affairs. PC skills should include intermediate knowledge of word and excel as the ability to input data in spreadsheets accurately is essential. Candidates require attention to detail and strong completer/finisher skills with the ability to prioritise workloads and respond to tight deadlines on an ad hoc basis.

Candidates should be self-motivated as the majority of this work will be undertaken independently and contact with other employees and head office is limited. Candidates should take a pride in their work and behave with the utmost professionalism when establishing and maintaining contacts in the Agricultural Equipment industry.

Location: Company HQ in NW London (**or home based**). Salary £20,000 - £23,000 + bens.

<http://tinyurl.com/6d9pf6>

### **PROJECT MANAGER - INFORMATION AND REHABILITATION SERVICES**

The Parkinson's Disease Society (PDS) is the leading charity dedicated to supporting all people with Parkinson's, their families, friends and carers. We are looking for a project manager with proven ability to co-ordinate and deliver a Department of Health funded initiative. The project aims to achieve an integrated information and rehabilitation service for adults with long-term neurological conditions.

Excellent networking and communication skills are essential for the post, which demands partnership work across health, social care and patient organisations in the Nottingham area and an understanding of these sectors. A background of service redesign with successful user engagement and sensitivity to the needs of people with long term conditions are also key requirements.

**Home based.** Salary £31,000. <http://tinyurl.com/6afa7q>

### **WEBSITE DEVELOPER**

I have a fantastic Web Developer / Designer role available immediately for a large client based in Southampton. (Work can be done remotely, but would be advantageous to live near Manchester or Southampton)

Candidates must have strong Design experience and have URL's to confirm this. Also experience of interfacing websites into databases. It is advantageous also if you have experience of PHP or FLASH, RSS Feeds, Blogs Design, and Banners.

Remote Working - **Home Based** (Preferably located near to Manchester or Southampton).

<http://tinyurl.com/57p7vv>