



Antal International Netherlands

ICT Bulletin

ICT MARKET RECRUITING MORE RISING STARS



Hand pick tomorrow's talent today!

The comforting thing with most areas of IT, is that every business in the world requires some kind of IT system, software and functionality. Compared to other sectors, the ICT market has not been as dramatically affected in the economical crisis. It seems today, that there are still many ICT companies that are hiring, notably in the areas of; Business Continuity, Security, Storage and SaaS. Unlike the hardware sector who seem to be one of the worst off at present.



Many organizations, especially the small-medium sized ones (50-250 employees), are still hiring and more importantly, expanding in this market. Some global companies have set up new offices in the Netherlands and see this tough time as a great opportunity to grow. However, there are still some unprecedented occurrences in the ICT sector.

There is an influx of candidates that are becoming active on the market, as in most cases, they have unfortunately fallen victim to the economic crisis. However, line managers and HR Managers are still finding it difficult to fill their vacancies due to a number of reasons; active candidates are notoriously difficult to manage, as they are normally involved in many other processes. The quality is still not what the company is looking for.

Companies are more and more interested in the 'Rising Stars' or Generation Y people, who are individuals who have a good education, are young (under 30 years old) and who have 2-4 years experience in their relevant field. These individuals tend to be less cost to companies, so they can hire them without having too many budget issues, and also keeping the Finance Director content.

This means that there is still a high demand in targeted searches for these companies, as they cannot afford to hire the wrong person and the positions that they have available must be filled by someone who can immediately add value to the company. By using a search firm to carry out this task is saving them, time, effort and even money to find the right person for the job.

Antal International is the leader in EMEA & Asia Executive Search & Selection. Our network comprises over 120 fully-staffed offices in 29 countries, recruiting talent in a range of industry sectors & skill functions. Since inception in 1993 Antal has placed executives in over 75 countries and offers staffing solutions from Retained Executive Search, Search & Selection to Contingent Recruitment in Permanent, Interim & Contract/Temporary staffing. Antal's executive recruiters combine their recruitment knowledge, search skills, proven headhunting & selection methodologies with knowledge & experience of your industry to deliver a truly value added service. This approach ensures Human Resources Managers, Line & Hiring Managers and our Candidates all deal with specialists who know the talent market, the top performers in it and importantly, understand your business.

Your Antal Recruiter actively shares information, knowledge & experience across our global network adding extensive cross sector and multi-geographic reach when recruiting with the efficiency of a single contact point.

In each country sector-focused specialists are aligned to a discipline, enabling us to deliver seamless solutions in Sales, Marketing, HR/Human Resources, Accountancy & Finance, Banking & Law/Legal, Information Technology, IT Technical, Engineering, Logistics, Operations, Construction, Supply Chain, Consulting, General Management, Healthcare & Public Sector.

Dutch Native Candidates available for ICT positions in The Netherlands

SECURITY PRE SALES CONSULTANT	INSIDE SALES REPRESENTATIVE	ACCOUNT EXECUTIVE	SALES MANAGER BENELUX
25 years old, ambitious pre sales consultant.	Working for leading software vendor. 27 years old. 3 years sales experience	Working for leading service provider. HTO and HBO educated. 8yrs sales experience with leading telecommunication companies.	Working for global leading software vendor.
3 years experience with multi security and network vendor certifications and experience.	Generating leads, prospecting clients and arranging seminars in the Benelux region.	Achieved last years target of 8 million with new and existing customers business development.	Hands on sales manager. Successfully built up channel in the Benelux region.
Immediately available	Helped to produce the largest deal in EMEA.		6 times Presidents Club. Average overachievement of targets of 125% per year. Enterprise and cross market experience for the last 10 years
REF: ANTALCVMZ	REF: ANTALCVAT	REF: ANTALCVKM	REF: ANTALCVVU

ICT NEWS

Some of the local and global ICT news from the last few months:

EMC's \$1.8 billion offer for Data Domain tops NetApp

EMC said late on Monday that it would pay \$1.8 billion, or \$30 a share, in cash for Data Domain, a move that will boost sales for the world's biggest maker of data storage equipment at a time when its revenue is on the decline... [\(more\)](#)

Global chip sales up 6.4 percent in April

Global semiconductor sales rose 6.4 percent in April to \$15.6 billion from March, helped by moderate improvements[\(more\)](#)

Technology report stresses importance of ICT as a catalyst for growth in global turmoil

.... Singapore (4), Switzerland (5) and the other Nordic countries together with the Netherlands and Canada complete the top 10.... [\(more\)](#)

Green tech startup rolls out SaaS energy management tool

A startup founded by former executives from SAP and Oracle has rolled out a software-as-a-service offering designed to help large organizations reduce costs.... [\(more\)](#)

'SaaS-opbrengst groeit in 2009 met 22 procent'

De omzet uit software als webdienst (SaaS) zal in 2009 21,9 procent groeien. Dat verwacht onderzoeksbureau Gartner. ...[\(more\)](#)

Logica to cut jobs in the Netherlands

Logica will axe 300 jobs in the Netherlands and did not rule out further cuts in the face of a slowing consulting business.... [\(more\)](#)

Netherlands' Philips to Cut 6,000 Jobs

The Netherlands' Royal Philips Electronics lost \$1.9 billion during the last quarter of 2008, with sales decreasing by 9% from the same quarter the previous year.... [\(more\)](#)

HP cuts jobs as profits fall 17%

Hewlett-Packard (HP) has reported a 17% fall in quarterly profit as businesses and consumers limit spending on computers and printer ink.... [\(more\)](#)

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Antal's Global Snapshot

46% OF BUSINESSES IN THE NETHERLANDS ARE CURRENTLY RECRUITING PROFESSIONALS AND MANAGERS

46% of businesses are currently hiring, whilst 35% are firing professionals and managers according to the new quarterly survey Global Snapshot, carried out by recruitment company Antal International. The employment survey finds the Dutch job market is leveling out, with anticipated growth in the last two quarters.

Please click on the link below to see the full report, of which has already seen a vast amount of global press coverage.

[Click here to see the full Global](#)

[Snapshot](#)

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