



*Merry Christmas and Happy New Year for 2011*

## Welcome to the AAI Group Newsletter



As the end of 2010 is approaching, I want to pass on my appreciation to you all for your fantastic support and contribution, throughout the year. The last 12 months have been very challenging indeed but I am glad to report that we are moving into a more positive economic cycle compared to this time last year. The Christmas period is a great time to recharge the batteries, spend time with our families and focus on the important aspects of our lives, both from a personal and professional point of view.

In this newsletter, we will shed some further insight into our recruitment activities, current industry trends, and why it pays to stay close to a niche search firm when the search for talent is becoming an important issue for 2011.

As one of Australia's leading specialist executive search firms involved with placing senior professional Engineers and Managers in Australia and internationally, our aim is to source and identify key individuals for projects earmarked for 2011. Without a recruitment strategy to secure such individuals, the chances are that these projects will be delayed or even cancelled, costing companies millions of dollars. Adding value through the addition of excellent personnel will be a major challenge for our clients in 2011.

We look forward to working with you in 2011 and wish you and your families a wonderful and safe Christmas and a Happy New Year.

Regards,

Mike Hayes

As a thank you for your continued support and contribution over the years, we have, on your behalf, supported the Cure For Life Foundation.



**Cure For Life Foundation™**

*Finding a cure for brain cancer*

*"There is no known cure for brain cancer, yet it has the greatest impact on society of all the cancers. Your support makes a difference, collectively if we give generously, lobby our politicians, increase public awareness and support our scientists we will unmask the cure. Our dream is a day when all patients diagnosed with brain cancer can be told they have a manageable disease."*

**Dr Charles Teo, Founder and Director of the Cure For Life Foundation.**

If you would like to contribute personally, then please click on the link below

[www.cureforlife.org.au](http://www.cureforlife.org.au)

## Recent Recruitment Activity

### **Example 1:**

**Recruitment Strategy:** Executive Search  
**Position:** Senior Bid Manager  
**Industry:** Water, Infrastructure  
**Location:** Sydney  
**Company:** First Tier Engineering Contractor

[Read more...](#)

### **Example 2:**

**Recruitment Strategy:** Executive Search  
**Position:** Contracts Manager  
**Industry:** Power  
**Location:** Queensland  
**Company:** Engineering Services Organisation

[Read more...](#)

## Market Conditions, 2010 and 2011:

Throughout 2010 we have seen the market demands spike and dip across a number of industry sectors so the best way to describe how we have seen the market this year is "lumpy" or inconsistent.

[Read more...](#)

## Why it pays to know your Search firm:

How many companies have been called throughout this year regarding recruitment services? I suspect most and many more than once a week.

[Read more...](#)

To remove your name from our mailing list, please [click here](#).

Questions or comments? E-mail us at [contact@aaai.com.au](mailto:contact@aaai.com.au)

