



*“life is like riding a bicycle
– to keep your balance you
must keep moving”*

ALBERT EINSTEIN

Balance. Your competitive advantage

BALANCE
RECRUITMENT

Who is Balance Recruitment?

Balance Recruitment is a dynamic IT recruiter with offices in Sydney and Wollongong. Our goal is to help businesses achieve extraordinary outcomes by introducing them to exceptional talent. Simple as that. We cover all technical, functional, digital, sales and executive IT roles, and fill permanent, contract and fixed-term positions.

The Balance Team

Our success is attributed to Balance Recruitment's team. Every formidable member brings an average of 20 years' recruitment experience to his or her role. Our consultants will deep-dive into their long-standing networks to uncover the perfect person before you can say 'job ad'.

The Balance Specialists

We have lived IT recruitment for 20 years and more. We remember when CICS/Cobol was in demand, we know the difference between AWS and IaaS, and we can differentiate someone who is Agile from fragile. We've sourced candidates with the brightest minds and the craziest sounding technologies... Ubuntu, Kanban, Red Hat, SOAP, Splunk, Puppet... And our people have made tangible differences to peoples' lives. And that makes us very happy.

The Balance Outcomes

Why choose Balance Recruitment? We get the job done, and pride ourselves on doing it well. Looking to hire a pink spotted

unicorn with ITIL skills? We'll scour the globe to find them. Need to assemble a team of 40 support analysts? Balance routinely orchestrates team hires, with the confidence of our clients, best-practice procedures and the back-stories to prove this work is in our DNA.

The Balance Communication

We understand that different organisations want to deal with us in different ways. Our people are adaptable and always willing to work the way our clients feel most engaged.

The Balance Diversity

Despite generalisations, the world of IT is a rainbow collective, coloured by all demographics of the community. So at Balance, we celebrate the diversity of our candidate base and place them accordingly.

The Balance Ambassador

What are candidates looking for? A company with the right fit. A vital part of Balance's mandate is to promote the 'employer brand', with its work culture, values and benefits. Effectively developing and delivering this proposition ensures our clients own the competitive edge.

The Balance Network

Need a role filled? Balance will travel. Our team is based in Sydney's CBD with an additional office in Wollongong. The majority of our clients' activities are across NSW, but we regularly recruit roles in ACT, VIC, QLD, SA, WA and the NT.

the balance

SALARY SNAPSHOT

SUMMER 2020

BALANCE
RECRUITMENT

| Job Titles | PERMANENT | | | CONTRACT | |
|--|-----------|--------|----------|-------------|-------------|
| | Low | Mid | High | Mid | High |
| CIO | \$180K | \$250K | \$350K++ | \$1200-1400 | \$1400-1900 |
| CTO | \$180k | \$250k | \$350k | \$900-1200 | \$1250-1400 |
| CDO | \$180k | \$240k | \$300k | \$1000-1200 | \$1250-1400 |
| CISO | \$195k | \$250k | \$350k | \$1200-1500 | \$1550-1800 |
| IT Manager (5-15 IT staff members) | \$120k | \$150k | \$190k | \$700-900 | \$950-1000 |
| Enterprise Architect | \$170k | \$220k | \$250k | \$1050-1250 | \$1300-1450 |
| Architect - Solution or Information | \$150k | \$175k | \$200k | \$900-1050 | \$1100-1200 |
| Architect - Infrastructure | \$140k | \$160k | \$180k | \$800-950 | \$1000-1200 |
| UX Designer | \$130k | \$150k | \$175k | \$800-900 | \$950-1100 |
| Program Manager/Director | \$160k | \$175k | \$240k | \$900-1100 | \$1100-1300 |
| Senior Project Manager | \$155k | \$165k | \$200k | \$900-1000 | \$1000-1100 |
| Project Manager | \$120k | \$140k | \$155k | \$800-900 | \$900-1000 |
| Project Coordinator/ Assistant | \$75k | \$90k | \$120k | \$350-450 | \$500-600 |
| Change Manager | \$140k | \$160k | \$185k | \$750-900 | \$1000-1500 |
| Senior Business Analyst | \$140k | \$155k | \$170k | \$750-900 | \$1100-1200 |
| Business Analyst | \$110k | \$125k | \$140k | \$600-750 | \$800-1100 |
| Agile Coach | \$150k | \$165k | \$180k | \$850-1000 | \$1100-1200 |
| Scrum Master | \$115K | \$135K | \$145K | \$850-950 | \$1000-1200 |
| Product Owner | \$130k | \$150k | \$175k | \$750-900 | \$950-1100 |
| Development Manager | \$155k | \$185k | \$220k | \$1000-1100 | \$1200-1350 |
| Software Developer (Java, .Net) | \$90K | \$110k | \$145k | \$650-750 | \$800-950 |
| Applications Support Analyst | \$85k | \$95k | \$120k | \$450-550 | \$550-650 |
| Web Developer - Front End (React, Angular, HTML, JavaScript) | \$95k | \$110k | \$130k | \$400-500 | \$550-750 |
| Web Developer - Back End (Golang, PHP, RoR) | \$90K | \$110k | \$145k | \$650-750 | \$800-950 |
| Test Lead | \$110K | \$130k | \$145K | \$800-950 | \$1000-1150 |
| Test Engineer (In-sprint, Devops, automation, CI/CD) | \$100k | \$120k | \$140k | \$600-750 | \$800-900 |
| Test Analyst (manual/automated) | \$85k | \$105k | \$125k | \$500-650 | \$700-750 |
| DevOps Engineer | \$110K | \$130k | \$150k | \$600-750 | \$800-950 |
| Data Engineer (Big Data) | \$110k | \$140k | \$180k | \$700-900 | \$950-1100 |
| Data Scientist | \$120k | \$150k | \$190k | \$750-950 | \$1000-1200 |
| DW/ETL Analyst (Informatica, Datastage, Matillion) | \$120k | \$145k | \$180k | \$750-900 | \$950-1100 |
| BI Analyst (Cognos, Tableau, SSRS, TM1) | \$100k | \$120k | \$140 | \$550-650 | \$700-800 |
| ERP Consultant (SAP, Oracle, Peoplesoft) | \$130K | \$145K | \$165K | \$750-900 | \$950-1100 |
| CRM Consultant (Salesforce) | \$130K | \$150K | \$180K | \$750-950 | \$1000-1200 |
| Network Engineer | \$95K | \$120K | \$150K | \$650-750 | \$800-900 |
| Security Engineer (Cyber) | \$115K | \$140K | \$160K | \$650-750 | \$800-900 |
| Windows/Unix Systems Engineer | \$80K | \$95K | \$125K | \$650-750 | \$800-900 |
| Cloud Engineer (Azure, AWS, Google) | \$110K | \$130K | \$150K | \$700-900 | \$950-1100 |
| Desktop/PC Support Analyst | \$60k | \$75k | \$90k | \$45-50/hr | \$50-60/hr |
| Help Desk Analyst | \$50k | \$55k | \$65k | \$32-35/hr | \$36-40/hr |

* The salaries quoted are base salaries (exclusive of super).

* The contract rates quoted are pay rates to the contractor including superannuation. They do not include payroll tax, insurances, agency margin or GST.