

Welcome to the Jobstore 2017 / 2018 Salary Report

This report provides insight into hiring and salary trends in Malaysia. Jobstore compiled this salary report based on the analysis of the job placements of the 22 job categories presented in <u>Jobstore.com</u> as well as jobs from our 20+ partner job sites, salary surveys, recruitment trend researches and industry reports.

While Malaysian Job Trends are different from other regional trends as economic conditions vary from country to country, there is no doubt that global job trends may affect Malaysia due to the globalisation of job roles and also, increasing numbers of multinational companies in Malaysia.





irst launched in New York back in 2013, Jobstore is the biggest job distribution platform, offering services in over 5 countries.

It's the simplest way for employers & recruiters to post jobs on multiple job sites, classified ads and social network sites with ONE submission, fulfilling the need to get the right talent while minimizing the cost.

We aim to be the biggest global job distribution platform with support from 100+ job sites and social networks.

We are changing the human resources industry standards with our all-in-one solution for recruitment and talent acquisition. With a single submission, recruiters and employers can advertise jobs on multiple job sites and manage the entire recruiting process using cloud-based application.



Summary of Report

Top 3 Stand-out Trends in Global Job Landscape

It is clear that job landscapes in Malaysia as well as Global are changing. The recruitment and HR market is reinventing itself, with all the disruptive changes taking place. With all the significant trends emerging every year or even every quarters, we identified these 3 stand-out trends that have tremendous effect on the job landscapes.

Technology is Here to Stay

Technology Jobs and Skills have been in Top Growth and are here to stay, with demand coming from Tech and Non-Tech Companies alike.

Customer is King

Roles that involve **Understanding and Working** with **Potential and Current Customers** are critical for business success.

Change, Change, Change

There are Constant Changes in Technology, the Way We Work and the Way We Manage Organisations.



Top 6 Job Categories in High Demand

Here are the 6 most in-demand job categories of 2017-2018. These job categories are high skilled, strategic and in demand in Malaysia, which correlates to the list published by TalentCorp for The Critical Occupation List 2017/2018 recently.

Reference: TalentCorp's Critical Occupation List 2017/2018

Sales & Marketing

- Revenue-generating roles are very crucial in this fast-pace competitive business environment.
- Increased focus in Branding and Digital Effort to continuously engage with customers or potential customers
 Marketing Manager, Product Manager.

Information Technology

- Continued high demand for Software Engineers and Data Scientist.
- Emerging Technologies (Blockchain) and Maturing Technologies (Artificial Intelligence (AI), Big Data) requires niche skills.

Finance & Accounting

- Increasing demand for credit risk and regulatory reporting skill due to tighter and ever-changing financial regulations.
- Growing demands for technical-savvy analyst roles who can decipher data and make informed financial decisions.



Customer Service

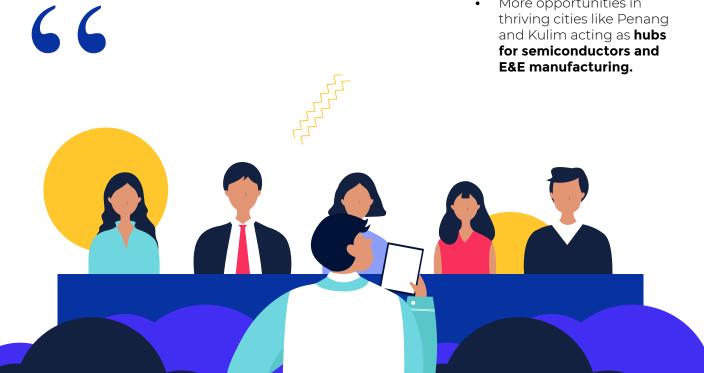
- Expanding shared or outsourcing services in the region and increased focus on **customer** experience
- The rise of "**Empathy Economy**" from the Sharing Economy and Job loss from automation makes CS the new star.

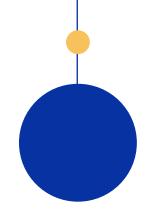
F&B / Tourism / **Hospitality**

- Steady annual growth of F&B, Tourism and Hospitality Establishments in Malaysia since 2010.
- **Growth in International Arrivals** - Malaysia is still an attractive destination for tourists.

Engineering

- Civil, Industrial, Production, Mechanical, Chemical, Mining, Electrical, Electronic, Telecommunication Engineers are in high demands
- More opportunities in thriving cities like Penang and Kulim acting as **hubs** for semiconductors and





Top 6 Talent Strategies

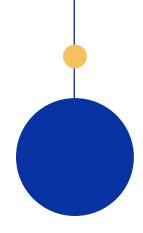
In the race to secure the top talents, it is imperative to implement effective and innovative talent strategies focusing on:

- 1. Retaining employees and minimising turnover (Internal)
- 2. Making it faster and more effective to attract and hire great candidates (External)

Here are the Top 6 Talent Strategies that you can focus on this year:

Internal		Internal & External
Salary Review	Career Progression	Data Driven
It is typical for candidates to expect 15-25% increments when they move jobs and candidates with niche skills can negotiate up to 30% increment. Perform internal salary review based on compensation analysis, salary survey, industry trends, and employee performance.	Implementation and communication of a longterm employee development plan can increase employee engagement, morale, career satisfaction and productivity. Employee Career Progression Plan provides employees with ongoing mechanism to enhance their skills and knowledge that can lead to mastery of their current jobs, promotions and transfer to new or different positions.	Data driven technologies and Artificial intelligence (AI) is a game-changer in talent management to support the ever-changing business needs and increased market competitiveness. Al brings insights where more sophisticated HR strategies can be built for better hiring, employee retention, career development and succession planning.





External

Efficient Hiring Process

Ensure effectiveness in the hiring process by attracting, assessing, screening, and selecting prospective and qualified individuals.

You can optimise the time spent on filtering candidates by utilising an applicant tracking system that automatically filter qualified candidates based on the job requirements.

Recruitment Channel Diversification

Diversify your recruitment techniques and channels to source top and diversified talents. Multiple channels like social media (LinkedIn, Facebook, Instagram, Twitter, Youtube, Google Search), Job boards and career sites.

A job distribution platform like **Jobstore.com** can provide leverage in helping you minimise the cost of listing job vacancies on multiple job boards and sites.

Employer Branding Process

Organisations need to deploy relevant employer branding strategies to promote their organisational credibility as a great place to work. In order to attract the right candidates, companies must treat talents as their customers and offer the values and experience that are most ideal to their personalities.

From the career site to the the application stage, it's crucial to maintain consistency and positive candidate experience.



Jobstore Salary Report 2017/2018

Job Categories	Level	Position	Experience	Minimum Salary	Maximum Salary
			(In Years)	(Monthly Sa May include Bon	
Administrative / Clerical	Manager	· Personal Assistant to CEO	5-10	5,000	12,000
	Manager	Administration/OfficeManagerSafety Manager	5-8	6,000	10,000
	Senior/Junior Executive	Personal AssistantSecretary	3-10	4,500	10,000
	Senior/Junior Executive	AdministratorDocument Controller	2-10	2,500	6,000
	Senior/Junior Executive	· Receptionist	3-10	1,800	3,500
	Fresh / Entry Level	Admin ClerkAdministrativeAssistant / Executive	0-1	1,800	2,500
Accounting / Auditing	Director / C-Level	· Chief Financial Officer	15 & Above	20,000	53,000
Finance / Banking / Insurance	Director / C-Level	Chief Risk OfficerDirector of ComplianceFinance Director	10-20	12,000	28,000
/ Insurance	Senior Manager	 Corporate Finance Manager Finance Head Financial Controller Risk Manager Senior Finance Manager Strategic Planning & Analysis Manager Tax Manager Treasury Manager 	5-10	7,500	25,000
	Senior Manager	· Personal Financial Consultant	5-12	6,000	20,000
	Manager	Audit ManagerBranch ManagerCorporate Finance Manager	6-10	8,000	15,000

Job Categories	Level	Position	Experience	Minimum Salary	Maximum Salary
			(In Years)	(Monthly Sal May include Bon	
	Manager	 Credit Controller Manager Finance and Administrative Manager Tax & Statutory Accounting Specialist (Team Lead) 	3-5	7,000	11,000
	Senior Executive	 Assistant Finance Manager Credit Controller Senior Accountant Senior Audit Senior Financial 	4-7	4,500	9,000
	Senior Executive	· Corporate Planning	3-5	3,500	8,000
	Senior Executive	· Pricing Analyst	2-5	3,500	6,000
	Senior / Junior Executive	Finance Consultant (Mortgage)Finance Software ConsultantUnit Trust Consultant	1-10	3,000	20,000
	Senior/Junior Executive	AccountantAudit & ComplianceOfficerInternal AuditExecutive	3-5	5,000	10,000
	Senior/Junior Executive	· Financial Analyst	3-5	5,000	8,000
	Junior Executive	Account ExecutiveBank Teller / OfficerFinance Executive	1-4	2,500	4,500
	Fresh / Entry Level	Audit AssistantFinance ExecutiveFinance OfficerFinance / Account Assistant	0-1	2,000	3,000
Art / Design / Entertainment	Senior Manager, Manager	 Design Manager Design Planning & Development Senior Animator Senior Art Director Senior Design Manager 	6-12	6,000	15,000
	Senior Executive	 2D & 3D Motion Graphics Senior interior Designer UX Designer / Animator 	3-6	2,500	6,500

Job Categories	Level	Position	Experience	Minimum Salary	Maximum Salary
			(In Years)	(Monthly Sal May include Bon	
	Junior Executive	DraughtsmanInterior DesignerWeb/ Graphic Designer	1-3	1,800	4,000
	Fresh / Entry Level	· Designer	0	1,500	2,500
Education / Training	Director / C-Level	Chief HR OfficerChief People OfficerHR Director	15 & Above	15,000	50,000
Human Resource	Director / C-Level, Senior Manager	 Head (Recruitment, Talent Management, Change Management, Learning & Development, Performance Management, Organizational Development) Regional HR Manager Vice President 	10-15	10,000	25,000
	Senior Manager	 Compensation and Benefits Manager Senior HR Manager Senior Recruitment Manager Training & Development Manager 	7-12	7,000	15,000
	Manager	· Senior Lecturer	7-10	6,000	10,000
	Manager	HR ManagerPayroll ManagerRecruitment Manager	5-10	5,000	12,500
	Senior/Junior Executive	· In-house Recruiter	5-8	5,000	10,000
	Senior / Junior Executive	Compensation and Benefits SpecialistHR GeneralistLecturerRecruitment Specialist	1-5	3,000	6,000
	Junior Executive	· Payroll Executive	1-3	2,000	3,600
	Fresh / Entry Level	HR AssistantHR Generalist	0	1,800	3,000
Engineering Construction / Property	Director / C-Level, Senior Manager	General ManagerHSE DirectorOperations DirectorQuality Director	10 & Above	20,000	32,000
Manufacturing / Production	Senior Manager, Manager	Engineering ManagerGeneral ManagerUtilities Manager	8-10	12,000	23,500

Job Categories	Level	Position	Experience	Minimum Salary	Maximum Salary
			(In Years)	(Monthly Sa May include Bon	
Science / R&D / Research	Senior Manager, Manager	· Construction Manager	8-15	9,000	18,000
	Senior Manager, Manager	 Operations Manager Project Manager Plant Manager Product Manager R&D Manager Site Manager 	6-10	7,000	16,000
	Senior Manager, Manager	 HSE Manager MEP Manager QA/QC Manager	5-10	8,000	15,500
	Manager	ManufacturingManagerProduction ManagerQA Manager(Manufacturing)	5-10	6,500	10,000
	Manager	· Piping Supervisor	5-10	5,000	8,500
	Senior/Junior Executive	· Civil & Structural Engineer	5-10	7,000	14,000
	Senior/Junior Executive	 Mechanical Engineer Production Supervisor Product Engineer Project Engineer Resident Engineer Site Supervisor 	4-6	5,000	10,000
	Senior/Junior Executive	Assembly EngineerAssociate EngineerChemistChemical EngineerR&D EngineerScientist	1-4	4,000	8,000
	Senior / Junior Executive	Environment Health & Safety EngineerHSE EngineerMEP Engineer	3-8	3,500	7,500
	Senior/Junior Executive	Equipment EngineerIndustrial Engineer	2-5	3,000	5,500
	Senior/Junior Executive	 Drafter Electrical / Electronics Design Engineer Electrical & instrumention Engineer Field Applications Engineer QA Engineer R&D Engineer Sales Engineer Service Engineer Technician / Technical Specialist 	2-5	2,600	4,500

Job Categories	Level	Position	Experience	Minimum Salary	Maximum Salary
			(In Years)	(Monthly Sal May include Bon	
	Senior/Junior Executive	· Quantity Surveyor	1-8	3,000	11,000
	Fresh / Entry Level	Associate EngineerR&D Executive	0	2,500	3,500
	Fresh / Entry Level	Production TechnicianOperation Technician	0-3	1,300	1,800
Information Technology	Director / C-Level, Senior Manager	Chief TechnologyOfficerIT DirectorVP of IT	15-25	15,000	50,000
	Director / C-Level, Senior Manager	· Project Director	15-25	14,000	27,000
	Senior Manager	Senior Project ManagerSenior ProgramManager	8-15	10,000	22,000
	Senior Executive	Chief Data ScientistSolution ArchitectConsultant (ERP)	8-15	9,000	30,000
	Manager	Development ManagerInfrastructure ManagerService DeliveryManager	8-15	8,000	20,000
	Manager	 Application Project Manager IT Security Manager IT Manager Presales Manager Test Manager 	6-12	8,000	15,000
	Senior Executive	 Business Analyst Data Scientist Senior Cyber Security Engineer Senior Network Engineer Senior Software Engineer 	3-10	6,000	15,000
	Senior Executive	DatabaseAdministratorServer AdministratorSystem Analyst	5-8	4,500	11,000
	Senior Executive	Network AdministratorNetwork SupportEngineer	4-6	3,500	7,500
	Junior Executive	Cyber SecurityEngineerMobile DeveloperServer AdministratorSoftware Engineer	1-3	3,500	6,500

Job Categories	Level	Position	Experience	Minimum Salary	Maximum Salary
			(In Years)	(Monthly Sal	ary in MYR)
			(: 52.5)	May include Bon	us+Commission
	Fresh Graduate	Software EngineerTest Engineer	0	2,500	3,800
	Junior Executive / Fresh Graduate	IT Assistant IT Executive	0-4	1,800	3,500
Business Management / Project / Planning Customer Service PR / Media /	Director / C-Level, Senior Manager	 Business Development Director Chief Operation Officer Head of Sales Managing Director Sales Director (Regional) Vice President (Sales & Marketing, Strategic & Planning) 	10 & Above	15,000	50,000
Sales / Marketing	Senior Manager	 Business Development Manager Country Manager General Manager Head of Sales Sales Director Senior Marketing Manager Senior Project Manager 	8 & Above	12,000	40,000
	Manager	Key Account ManagerSales Manager	5-10	6,000	30,000
	Manager	Brand ManagerPR ManagerProduct ManagerProject Manager	4-10	5,000	12,000
	Manager	 Digital Marketing Manager Investor Relation Manager Marketing Communications Manager Marketing Manager 	4+	5,000	10,000
	Manager	 Category Manager Channel Manager Customer Service Manager Customer Success Manager Merchandising Manager Retail Operations Manager 	5+	5,000	7,000
	Manager	Event ManagerRetail SupervisorStore Manager	5+	2,800	5,500
	Senior Executive / Junior Executive	Sales ExecutiveSenior Sales Executive	1-7	2,800	18,000

Job Categories	Level	Position	Experience	Minimum Salary	Maximum Salary
			(In Years)	(Monthly Sal May include Bon	ary in MYR)
	Senior Executive / Junior Executive	Marketing Executive / SpecialistBrand / Product Executive	0-4	2,800	6,000
	Senior Executive / Junior Executive	Event ExecutiveMarket ResearchMerchandiser/Buyer	1-4	2,500	4,500
	Junior Executive	 Merchandising Assistant 	2+	3,000	4,000
	Junior Executive	· Retail Coordinator]+	2,500	3,000
	Junior Executive	 Call Centre Officer Customer Service Executive Inside Sales Support Representative Sales Coordinator Telemarketer 	0-2	2,000	3,500
	Fresh / Entry Level	· Promoter / Retail Assistant	0-1	1,500	2,000
	Fresh / Entry Level	Customer ServiceExecutiveReceptionist	0-1	1,200	3,000
F&B / Tourism / Hospitality	Director / C-Level, Senior Manager	· F&B Director	4-10	7,000	12,000
	Senior Manager, Manager	 Hotel Manager Operation Manager Sushi Chef	4-10	5,000	10,000
	Manager	· F&B Manager	5+	5,000	6,500
	Manager	· Facilities Maintenance Manager	5+	4,500	7,000
	Manager	· Business Centre Manager	5+	4,000	6,000
	Manager, Senior Executive	 Assistant Manager Banquet Operations Manager Front Office / Desk Manager Restaurant Chef Restaurant Manager 	5+	3,600	5,500
	Manager, Senior Executive	· Lounge Manager	5+	3,000	4,000
	Senior Executive	· Captain	2+	2,300	2,800

Job Categories	Level	Position	Experience	Minimum Salary	Maximum Salary
			(In Years)	(Monthly Sal May include Bon	
	Junior Executive , Fresh Graduate	Assistant ChefF& B ServerKitchen AssistantKitchen CrewWaiter/ Waitress	0-5	1,200	2,800
	Junior Executive , Fresh Graduate	· Hostess	0-2	1,200	2,000
	Junior Executive , Fresh Graduate	· Steward	0-2	2,000	1,500
Health / Beauty / Fitness	Director / C-Level	· Medical Director	10+	20,000	30,000
	Director / C-Level, Senior Manager, Manager	 Clinical Research Manager Director of Nursing General Manager Market Access Manager 	10+	10,000	18,000
	Senior Manager, Manager	· Regulatory Affairs Manager (Regional)	5+	10,000	15,000
	Manager, Senior Executive	Aesthetic DoctorSpecialist Doctor(Pediatrician, Gynaecologist,etc.)	5-20	12,000	100,000
	Senior Manager, Manager	 Clinical Research Manager Medical Affairs Manager Medical Scientific Liaison Spa Director Spa Manager 	3-15	5,000	9,000
	Senior, Junior Executive	· Clinical Research Associate	2+	3,000	5,000
	Senior, Junior Executive	Beauty TrainerNutritionistSenior BeautyConsultantSenior Nurse	3-10	3,500	5,000
	Junior Executive	· Regulator Affairs Executive	2+	2,200	3,500
	Junior Executive , Fresh Graduate	Junior Beauty Consultant Staff Nurse	0-5	1,800	4,000
	Junior Executive , Fresh Graduate	Beauty AdvisorMake-up Artist	0-5	1,800	3,000

Job Categories	Level	Position	Experience	Minimum Salary	Maximum Salary
			(In Years)	(Monthly Sal May include Bon	
Legal / Public / Security	Director / C-Level, Senior Manager	 Head of Compliance Head of Legal Head of Regulatory Legal & Compliance General Manager (Legal) Group Legal & Compliance Regional Legal Head Section Head Vice President Legal 	Above 8	10,000	25,000
	Manager, Senior Executive	 Group Company Secretary Legal & Corporate Secretarial Legal & Regulatory Legal Manager/ VP Legal Manager Senior Legal Manager 	5-10	7,500	15,000
	Senior Executive	Legal CounselSenior SecretarialExecutive	2-6	3,000	6,000
	Junior Executive	· Biomedical Engineer	2+	3,000	4,000
	Junior Executive	Assistant Company SecretaryLegal AssistantLegal Executive	0-4	2,800	4,000
Maintenance / Repair Quality Assurance	Director / C-Level	 Airfreight/Seafreight Director Operations Director Procurement Director Supply Chain Director 	Above 10	20,000	40,000
Purchasing / Procurement / Inventory Production / Manufacturing	Senior Manager	 General Manager Senior Logistics/ Transportation Manager Regional Procurement Manager Senior Supply Chain Manager 	8-12	10,000	25,000
Transportation / Logistics	Manager	· Strategic Sourcing Manager	8-12	13,000	19,200
	Manager	Procurement ManagerProduction/MaterialPlanning Manager	7-10	8,000	15,000
	Manager	Category Procurement ManagerContract ManagerLogistics ManagerSupply Chain Manager	5-8	6,000	12,000

Job Categories	Level	Position	Experience	Minimum Salary	Maximum Salary
			(In Years)	(Monthly Sal May include Bon	
	Manager, Senior Executive	· Senior Buyer	7-10	7,000	12,800
	Manager	Airfreight/ Seafreight ManagerDistribution ManagerTransportation Manager	5-8	7,000	10,000
	Manager, Senior Executive	Demand/ Supply PlannerShipping SupervisorWarehouse Manager	3-5	4,500	8,500
	Senior, Junior Executive	· Procurement Specialist	3-5	4,000	6,500
	Senior, Junior Executive	Logistics SupervisorShipping ExecutiveSupply Chain Executive	2-4	2,800	4,500
	Junior Executive , Fresh Graduate	BuyerOperations ExecutiveStock ControllerWarehouse ExecutiveWarehouse Supervisor	2-5	2,200	5,300
	Junior Executive	· Shipping Coordinator / Assistant	0-3	2,500	3,500
	Junior Executive	· Logistics / Warehouse Assistant	0-3	1,800	3,500







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