

NEWS

BUSINESSES WANT TO USE SOCIAL NETWORKING

WorkLight, the Enterprise 2.0 Company, says that research into the success of social networking sites such as Facebook, Bebo and others, proves the business interaction case for using these portals at work.

"Nielsen Online's research shows that social networking sites remain highly popular amongst UK Internet users. This makes their use for internal corporate collaboration and professional networking an attractive and viable business tool," said David Lavenda, WorkLight's vice president of marketing and product strategy. "At the same time, there are potentially major security ramifications for companies that use social networking sites without adequate safeguards," he added.

According to Lavenda, the figures speak for themselves with 63 per cent of online adults visiting at least one of the ten most popular social media sites during January of this year. "This is 21 per cent higher than the 17.1 million recorded a year earlier," he said, adding that social networking portals are becoming a real business platform for leveraging personal and professional connections to get work done. "We're seeing more and more companies opening up to the use of social networks, as long as enterprise-grade security is guaranteed" he said.

GENDER PAY GAP STUCK AT 16 PER CENT WORLDWIDE

A new report from the International Trade Union Confederation (ITUC), reveals that on average, women around the world are paid 16 per cent less than their male work colleagues. The report, *The Global Gender Pay Gap*, <http://www.ituc-csi.org/IMG/pdf/gap-1.pdf> includes detailed analysis of statistics from official sources in 63 countries around the world. Data from an online salary survey covering more than 400,000 workers in 12 countries is also included in the new study. Some of the findings from *The Global Gender Pay Gap* include:

- more educated women often find themselves on the wrong side of an even bigger pay gap compared to men with a similar educational background;
- international competition due to globalisation appears in some cases to be narrowing the gap, but this is due more to downward pressure on men's wages than to increased income for women;
- while the gap is slowly narrowing in some countries, it is not changing and is even increasing in others; and,
- information on incomes is not available for hundreds of millions of people in informal and unprotected work, mainly in developing countries, leaving a massive deficit in the global knowledge base.

Commenting on the report, TUC General Secretary Brendan Barber said: "Fifty-five years after the ILO convention on equal pay was introduced, women around the globe are still being paid less than their male work colleagues. This persistent global gender pay gap is causing widespread poverty, damaging family health and stunting economic growth."

Commenting on the report, ITUC President Sharan Burrow said: "Despite decades of anti-discrimination legislation and changes in company rhetoric, the pay packets of women, whether they are in New York or Shanghai, are still significantly thinner than those of men. Through our campaigns for equality and other workers rights, unions are playing a vital role in educating and

informing workers about gender pay issues, in the face of strong resistance from some governments and employers. We are resolved to continue and strengthen this work, to ensure that women in all corners of the world, employed across different industries and performing hundreds of different jobs, can achieve equal pay."

The report says that unions in a number of countries are calling into question the basis for national pay statistics, pointing to larger real pay gaps between men and women than the official figures show. Differences in the criteria for collecting and analysing data, or the absence of jobs such as domestic work in the statistics, can also lead to under-estimation of the real gap, says the report.

SLOWDOWN SPREADING TO SERVICES SECTOR

The mood among firms selling services has darkened considerably compared with three months ago after disappointing volumes of sales across the sector, the latest CBI/Grant Thornton Services Sector revealed. With levels of business volumes and values rated well 'below normal' in the services sector as a whole, sentiment fell sharply on last quarter.

Firms providing services to consumers, such as hotels, bars, restaurants, cinemas and gyms, were particularly pessimistic about the general business situation, with the steepest fall in optimism since November 2001. Those offering business and professional services, such as lawyers, accountants, architects, IT and recruitment firms, were also less optimistic than they were three months ago, after five quarters of improving sentiment. Volumes of business fell slightly for consumer services firms, which was much worse than the solid growth these firms had expected, while the value of their business was flat.

Business services firms fared better, though growth in their business volumes was slower than expected and overall the value of their business fell slightly. Whereas business volumes fell for all types of consumer services, firms the only business and professional services sub-sector to see falling volumes was 'management and legal services'. All others continued to report rising volumes and profitability over the past three months.

The somewhat better conditions for business services firms were clear in the data for the rising numbers employed last quarter. The business services sector still sees employment growth in the coming quarter, though at a below-average rate. This compares to falling employment in the consumer services sector, which is expected to continue over the next three months.

Already negative perceptions about the 12 months ahead have deteriorated for consumer services firms, which no longer expect growth in the coming year to exceed the last. Likewise, business and professional firms also do not expect their business to expand more in the next 12 months than the last. Over the past three months, the rate of cost increases fell back for consumer services while they accelerated in the business services sector. And consumer-facing firms were unable to raise selling prices as fast as they had hoped, while prices rose only very slightly for firms selling services to other businesses.

Ian McCafferty, the CBI's Chief Economic Adviser, said: "The services sector is beginning to feel the slowdown underway in other parts of the economy and firms are concerned about the outlook for their business over the coming year. This is focused mainly on the parts of the sector affected by tighter household purse strings - namely consumer services - as people feel less inclined to treat themselves to meals out, hotel stays or trips to the cinema.

"While demand has held up for most business services firms, some in management and legal services have been hit by slower mergers and acquisitions activity. Business services firms are doing what they can to insulate themselves from the slowdown, by focusing on increasing efficiency and seeking to reach new customers with new services.

"Consumer services firms did not manage to put up selling prices as much as expected though they still hope to do so next quarter. Price inflation is not evident in the business services sector, however."

Alysoun Stewart, head of Entrepreneurial Advisory at Grant Thornton, said: "The credit crunch is really starting to make its presence felt in the services sector, with both consumer and business services experiencing the steepest fall in optimism for more than six years. Of all the services, spending on hotels, bars and restaurants has taken the biggest turn since November and these firms are preparing for a difficult quarter. In the consumer sector, only leisure firms and those offering personal care forecast better profitability over the next three months."

"Management and legal firms reported a fall in profitability not seen since May 2002, and the business services sector as a whole will be battering down the hatches over the next three months."

WORK OPPORTUNITIES

AREA MANAGER

An internationally renowned loss adjusting and claims management group has a fantastic opportunity for a **home based** Area Manager to join their team. This award winning business recognises the importance of establishing cost-effective means of delivering high standards of service. They listen to their clients and build long-term relationships.

About the Role:

- Responsibility for a team of both internal and external Loss Adjusters who specialise in Property Claims.
- Undertaking ongoing performance review programs with all direct reports.
- Coaching and motivating staff.
- Trying to maximise the efficiency of the department.
- Dealing with budgets and statistics.
- Problem Solving and acting as a referral point.
- Business development.

Key Skills/Experience Required:

Previous property claims management experience or Previous experience as a Senior Loss Adjuster.

Experience in Performance Management and dealing with SLA's.

Strong negotiation skills both written and verbal.

Must have the ability to deliver exceptional results.

Progression towards or attainment of ACII would be an advantage, however, is not essential.

Salary £30,000 - £50,000 dependant upon experience. Excellent benefits.

<http://tinyurl.com/2yph55>

COMMERCIAL UNDERWRITER

Expanding underwriting organisation is seeking to establish a base in Newcastle upon Tyne and seeks to appoint an underwriter to handle commercial combined, property and liability risks. You will be servicing and seeking new business opportunities to grow the business throughout the North East. This will be a **home based** role initially therefore the successful candidate must have a suitable room to work from.

The ideal applicant will possess extensive commercial insurance experience, ideally gained within a composite insurer. You will also possess excellent communicating skills and have the ability to take underwriting decisions and work on own initiative. Excellent opportunity for someone who wants to have the freedom and licence to underwrite a profitable portfolio of business. Salary £30,000 - £40,000. <http://tinyurl.com/258dgb>

CREDIT CONTROLLER

This is a brilliant opportunity to join a company who are recognised by both clients and colleagues as leading experts in their field. The role is to chase their Insurer Clients' policyholders for payment of the VAT element of our invoices and is a **home based** role. Duties and Responsibilities:

- You will be home-based and operate as part of the Credit Control team, taking responsibility and ownership for the chasing of VAT debts over 60 days old
- Making a high volume of outgoing phone calls chasing VAT debt that has been billed to our main insurer clients') policyholders
- Debts to chase will be identified from the diary function within the Creditforce software, and reports generated by the Credit Control Manager
- Dealing with incoming queries from both policyholders and fee-earners
- Use of Creditforce software to log notes and queries
- Liaising with fee-earners and the Billing team regarding rebilling incorrect VAT
- Monthly meetings with Credit Control Manager to discuss progress

Skills:

- A minimum of two years telephone-based experience, and experience of accounting and financial concepts, and credit control experience is preferred
- You will need excellent communication and influencing skills, a tenacious personality able to handle sometimes difficult phone calls, a high level of self-motivation together with a structured approach to workload and the ability to manage a high workload whilst achieving set targets
- You will need a reasonable level of computer literacy particularly MS Office suite, with ability to pick up new systems quickly, and a good level of numeracy required, with a minimum of GCSE Maths at grade A-C
- You must have access to a suitable location at home in which to work, this should be a separate room and needs to be adequate to enable productive and safe work

Salary £14,000 - £20,000. <http://tinyurl.com/yqlen2>

SCIENCE OFFICER

Our client is a leading probiotic manufacturing company and is looking for a Science Officer who will be **home based** and be responsible for:

- Developing networks of Health Care Professionals and scientific contact in the Midlands;
- Establishing educational seminars;
- Identifying and attending Health Care initiatives and supporting project activities.

The ideal candidate will be a professional Nutritionist or Dietician or Nurse with a sound scientific understanding of nutrition. Experience of working within the NHS is an advantage.

You will have excellent interpersonal skills, the ability to give interesting presentations, explain scientific concepts clearly, work independently and be self-motivated. You will have good Word, Excel and PowerPoint skills and a valid driving license.

Salary £22,000 - £25,000. <http://tinyurl.com/yr24yk>

E-PROJECT MANAGER - WEB PROJECTS

Web Project Manager with experience of delivering enterprise content management systems ideally within the public sector required by my Client in this predominantly **home based** role with once a week travel to their Head Office in Yorkshire. You will be working within a professional services environment, the successful candidate will be a Project Manager with good web based project management experience. Responsibilities:

- Lead the Software Development team (typically 4 staff) on a per project basis.
- Typically a project manager will manage three to four projects concurrently ranging in size from £15,000 to £500,000.
- To produce all management reporting as directed.

Key Skills & Experience:

- Around 3 years of full life cycle project management experience with a professional services organisation.
- Web based Project Management experience
- Good knowledge of Content Management systems - preferably Vignette's suite.
- Good knowledge of Search Technology - preferably Autonomy.
- Working knowledge of Prince 2 methodology.

Salary £30,000 - £37,000. <http://tinyurl.com/2df77b>

FUNDRAISING CONSULTANT

This is a **home based self employed** role. Safety Watch are a leading provider of child safety resources for schools around the uk. As a fundraiser for Safety Watch you would contact businesses around the country raising awareness of child safety issues and gaining financial sponsorship for local schools.

Commission is paid at 30% of everything sold, you can decide how many hours a week you wish to work and how much you wish to earn. The fundraising team at Safety Watch are earning between 15-25k per year. If you have B2B sales experience, are self motivated and have a desire to succeed this is the role for you.

Salary £15,000 - £25,000. <http://tinyurl.com/yvpfkr>

LIABILITY CLAIMS HANDLER

A Liability Claims Handler is required to join a leading Loss Adjusters to manage a caseload of Liability Claims. You will be handling a portfolio of EL & PL Claims from start to settlement including investigations. Our client provides an excellent salary and benefits scheme.

Responsibilities:

- Desktop handling liability claims
- Negotiating claimant's solicitors costs
- Calculating special damages
- Ad hoc audits and reviews
- Technical support to field based adjusters
- Cost co-ordination
- Correspondence
- Administer rehabilitation cases
- Dealing with technical projects alongside branch management

Skills:

- You will be self-motivated and confident in your own ability to work independently and ideally be ACII or ACILA qualified however, this is not essential
- You need strong experience of Liability Adjusting as you will be working with complete autonomy
- You will be competent with being **home based** with the support of a local office

- You will be committed to providing a market leading service and enjoy being part of a growing company.
- You will possess a good Liability technical knowledge
- Good communication skills both written and oral

Salary £20,000 - £30,000. <http://tinyurl.com/2b8ka4>

MEDICAL WRITERS - MEDICAL COMMUNICATIONS AGENCY

A rapidly expanding and busy award winning Medical Education Agency based in Oxfordshire has the opportunity for talented Medical Writers to join their international enterprise. This company offers the opportunity of **remote working** and part time hours ensuring a healthy work/life balance. Established for over 20 years, the company continue to successfully deliver medical communications programmes for large multinational pharmaceutical companies on a domestic and global basis and have recently merged with an American company providing numerous new accounts.

As a Medical Writer you will be working across a variety of therapy areas including cardiovascular, oncology, infertility, infectious diseases, metabolic and endocrine disorders, neurology and genetic diseases on both traditional Medical Education media and the latest up to date technology. As an experienced writer you will be involved in the mentoring of junior writers and contribute to business proposals.

Suitable candidates for the medical writer must have substantial writing experience gained within a Medical Communications agency or similar environment. Ideally candidates will be educated to PhD level, although applicants with a strong science background will also be considered. You will also be a proactive and scientifically driven individual with good communication skills.

In return you will enjoy and unrivalled salary and benefits package, excellent training and ongoing support. This position offers the chance to **work from home** where appropriate and flexible working hours whilst in the office. <http://tinyurl.com/2znqjv>

CHARTERED LOSS ADJUSTERS

Our client, an established and expanding Loss Adjuster, are currently seeking to recruit a Loss Adjuster, specifically dealing with Property Claims. You will be either **home based** and be provided with all the necessary equipment and office support to fulfil your duties. You will be committed to providing a market leading service and enjoy being part of a growing company. You will possess a good technical knowledge in this field and be stimulated by working in an exciting and progressive operation.

In return, you will be offered a competitive package where all team members have a say in the growth and services offered. This reputable organisation believe that being fulfilled and happy in your work allows you to perform at your best helping to maintain the highest levels of client satisfaction. Salary £30,000 - £40,000. <http://tinyurl.com/287adf>

MARKETING ASSISTANT

This is an exciting and varied work-experience vacancy for a newly qualified marketing or business studies / BBA graduate, and a fantastic opportunity to work on desk-based research that will influence the companies trading and ultimately its profit and productivity within this growing company. The project aims to provide the company with a sound evaluation of pursuing an online sales and marketing strategy.

Work Role:

1. Investigate the main contacts within the four major UK commercial building contractors and identify their main sub contractors. Replicate exercise for the four major UK home builders and identify what methods they use to research new products;
2. Produce analysis of the Construction Industry supply chain including major customers and major top 5 suppliers in the North West and then repeat exercise Nationally.
3. Analyse and identify tendering process within these potential customers.
4. Using carefully selected search terms use Google and Yahoo to investigate who the company competitors are in this field, and who is paying for pay per click advertising dependent on search terms;
5. In liaison with the company's marketing advisor investigate press cutting services and companies' house profiles for competitors in this field

Person Specification:

- A solid understanding of business to business marketing
- An aptitude to learn and develop new skills
- Basic commercial awareness
- Ability to absorb information quickly and efficiently
- Ability to work using own initiative
- Self motivated
- Ambitious
- Excellent interpersonal skills

Temporary. Salary £6.03 per hour. <http://tinyurl.com/2quhou>

ONLINE RECRUITMENT TELESales EXECUTIVES

Fizzyjobs are currently recruiting for **home based** telesales executives. We require hardworking, target driven individuals to contact recruiters within the aim of getting them to advertise their job vacancies on our website. It only costs £5.00 per job ad so it is an easy sale. This is a commission only role so you will be paid a percentage of the sales you make every week bi weekly. You need to have access to the internet and a phone at home. Please do not apply if you don't.

Skills Required

- Telesales experience not retail
- B2B sales experience preferable
- Great negotiation skills
- Target driven
- Internet skills
- Great sales closer
- Rapport building
- Determination
- Self confidence

Salary £200 - £500 per week, OTE. <http://tinyurl.com/ypytp6>

home based media sales exec

Experienced publisher seeks ambitious media sales executives to aid the launch of 3 exciting new titles. If you fancy something a little different and would like to join a new business with huge potential read on.

I'm looking for open minded flexible and professional sales executives to sell display advertising in 3 new titles. These titles are targeting 3 vast markets so the advertising placed and commission earned is only limited by your ability. The correct candidate is to be **home based and self employed**. You will require basic equipment (tel, fax, comp) in exchange you will receive 35% commission on all bookings in advance. An experienced sales executive should regularly earn £1000 - £1500 per week from the comfort of their own home.

The correct candidates will then receive a generous salary with reduced commission if they choose at the end of month 3.

Please be aware this isn't some American multilevel marketing experiment - this is a genuine publishing opportunity for a company that produces high quality, audited titles. £20,000 - £60,000 per annum, OTE. <http://tinyurl.com/yram4n>

GRADUATE SALES CONSULTANT

We are looking for people to help us raise the brand awareness for our range of exclusive nutrition and skin care products. **Home based**, this can be on a part-time, or full-time basis. The hours are flexible to fit around your family and home life, so ideal for someone looking for a work-life balance.

Our international company is a well established nutrition and skin care company with offices worldwide and a current turnover of \$3 Billion. It is at the cutting edge of nutritional and skin care research and development. We are looking for independent, confident and outgoing people. You will need to have excellent communication skills – capable of talking to people at all levels. This role would suit somebody who enjoys meeting clients face-to-face, who can work without supervision and is keen to succeed.

To a large extent your background isn't important, although experience in the Internet and Microsoft products (Word, Outlook, Excel) would be an advantage. The main thing is to have the motivation to work from home independently, to have a positive attitude, to be willing to learn and the drive to become successful. We will provide complete initial training and ongoing training and support. <http://tinyurl.com/22nsqg>