

Report Builder

Lightcast Q2 2022 Data Set

March 2023

Parameters

Select Timeframe: Mar 2021 - Feb 2023

:

Description

Summary

Advertised Salary

Advertised Wage Trend

Regions

Skills

Certifications

Companies

Description

Occupations

Job Titles

Industries

Posting Sources

Skill Subcategories

Trends

Timeseries

Regions:

| Code | Description |
|------|-------------|
|------|-------------|

| | |
|-----------|------------|
| E06000007 | Warrington |
|-----------|------------|

| | |
|-----------|---------------|
| E06000049 | Cheshire East |
|-----------|---------------|

| Code | Description |
|------|-------------|
|------|-------------|

| | |
|-----------|---------------------------|
| E06000050 | Cheshire West and Chester |
|-----------|---------------------------|

Lightcast Occupations:

Results should include

| Code | Description |
|------|-------------|
|------|-------------|

| | |
|----|-------|
| 25 | Sales |
|----|-------|

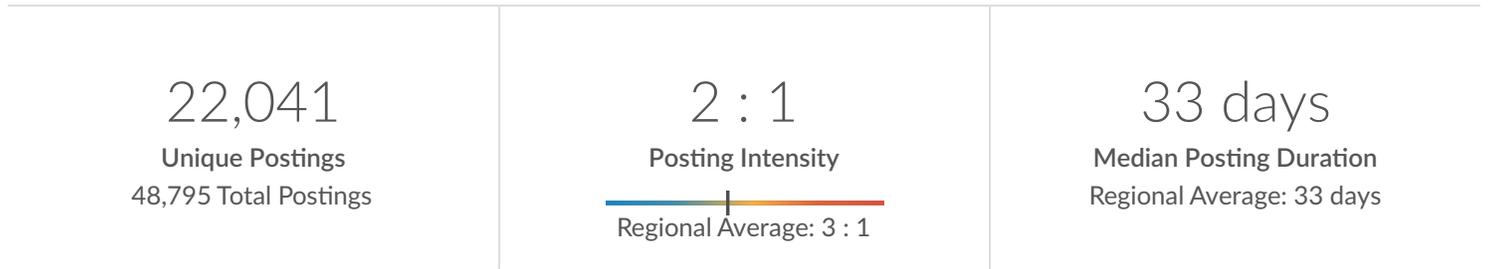
Minimum Experience Required: Any

Education Level: Any

Keyword Search:

Posting Type: Active Postings

Job Postings Summary



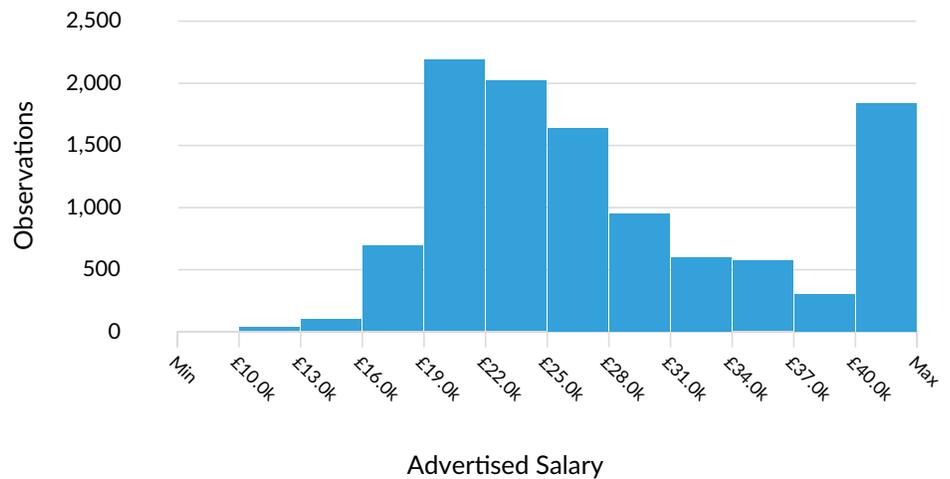
There were 48,795 total job postings for your selection from March 2021 to February 2023, of which 22,041 were unique. These numbers give us a Posting Intensity of 2-to-1, meaning that for every 2 postings there is 1 unique job posting.

This is close to the Posting Intensity for all other occupations and companies in the region (3-to-1), indicating that they are putting average effort toward hiring for this position.

Advertised Salary

There are 10,882 advertised salary observations (49% of the 22,041 matching postings).

£25.0k
Median Advertised Salary



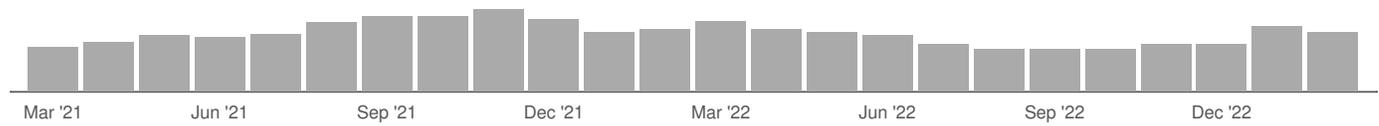
Advertised Wage Trend

▼ 3.9% Mar 2021 - Feb 2023

£25.0k Median



10,882 Job Postings



Top Cities Posting

| City | Total/Unique (Mar 2021 - Feb 2023) | Posting Intensity | Median Posting Duration |
|---|------------------------------------|-------------------|-------------------------|
| Warrington | 13,504 / 6,067 | 2 : 1 | 33 days |
| Chester, Cheshire West and Chester | 12,087 / 5,153 | 2 : 1 | 33 days |
| Crewe, Cheshire East | 6,222 / 2,853 | 2 : 1 | 34 days |
| Ellesmere Port, Cheshire West and Chester | 3,468 / 1,713 | 2 : 1 | 36 days |
| Macclesfield, Cheshire East | 3,572 / 1,587 | 2 : 1 | 33 days |
| Wilmslow, Cheshire East | 1,848 / 863 | 2 : 1 | 31 days |
| Northwich, Cheshire West and Chester | 1,436 / 758 | 2 : 1 | 33 days |
| Knutsford, Cheshire East | 1,377 / 637 | 2 : 1 | 33 days |
| Nantwich, Cheshire East | 1,147 / 467 | 2 : 1 | 33 days |
| Congleton, Cheshire East | 1,005 / 392 | 3 : 1 | 38 days |
| Winsford, Cheshire West and Chester | 693 / 343 | 2 : 1 | 33 days |
| Sandbach, Cheshire East | 648 / 317 | 2 : 1 | 31 days |
| Alderley Edge, Cheshire East | 379 / 229 | 2 : 1 | 30 days |
| Frodsham, Cheshire West and Chester | 405 / 157 | 3 : 1 | 34 days |
| Neston, Cheshire West and Chester | 237 / 117 | 2 : 1 | 37 days |
| Middlewich, Cheshire East | 207 / 109 | 2 : 1 | 30 days |
| Lymm, Warrington | 156 / 67 | 2 : 1 | 32 days |
| Tarporley, Cheshire West and Chester | 136 / 62 | 2 : 1 | 27 days |
| Poynton, Cheshire East | 90 / 60 | 2 : 1 | 33 days |
| Great Sankey, Warrington | 64 / 36 | 2 : 1 | 36 days |
| Malpas, Cheshire West and Chester | 73 / 35 | 2 : 1 | 28 days |
| Disley, Cheshire East | 18 / 14 | 1 : 1 | 16 days |
| Latchford, Warrington | 23 / 5 | 5 : 1 | 37 days |

Top Local Authorities Posting

| Local Authority | Total/Unique (Mar 2021 - Feb 2023) | Posting Intensity | Median Posting Duration |
|---------------------------|------------------------------------|---|-------------------------|
| Cheshire West and Chester | 18,535 / 8,338 | 2 : 1  | 34 days |
| Cheshire East | 16,513 / 7,528 | 2 : 1  | 33 days |
| Warrington | 13,747 / 6,175 | 2 : 1  | 34 days |

Top County/Unitary Authorities Posting

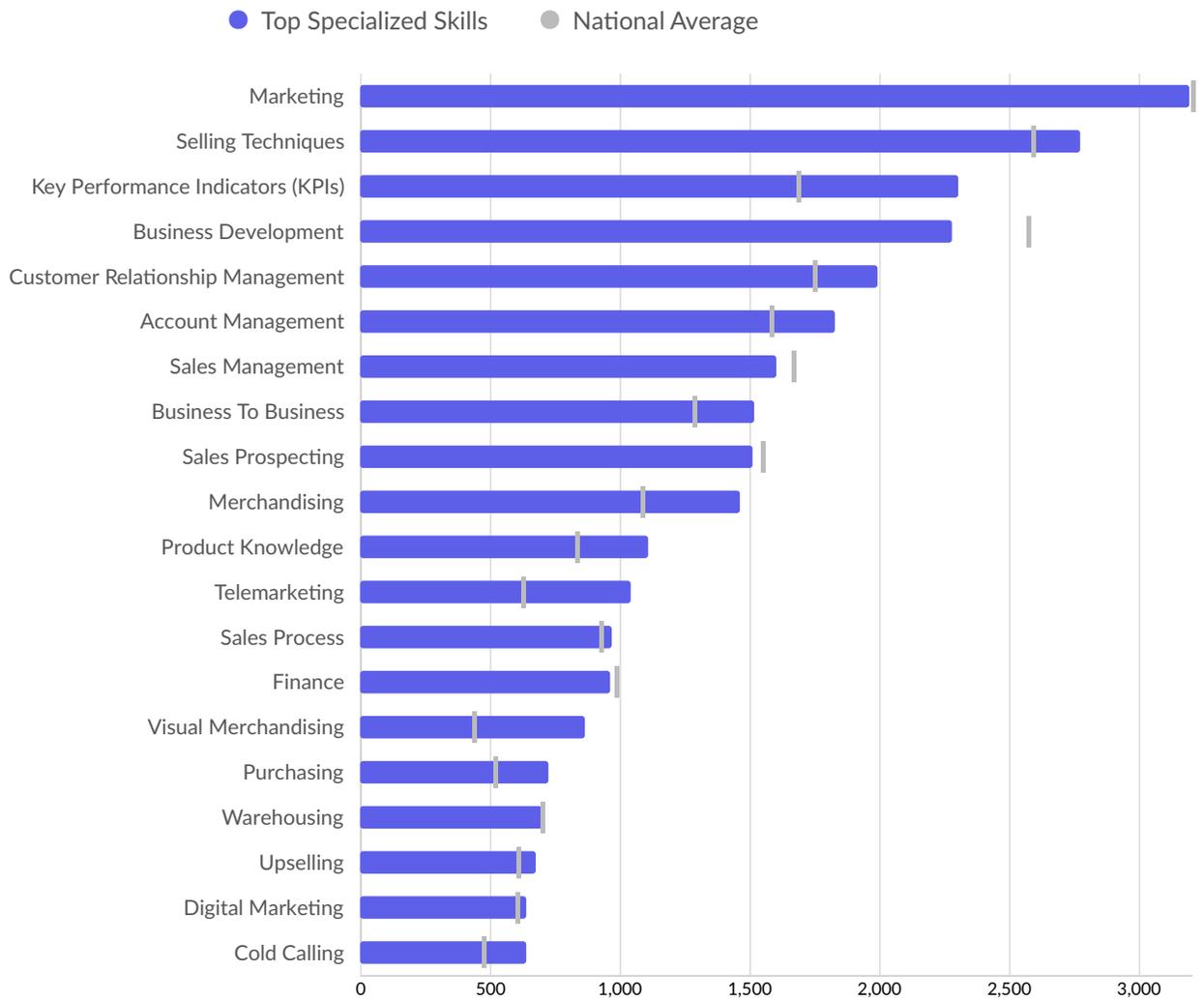
| County/Unitary Authority | Total/Unique (Mar 2021 - Feb 2023) | Posting Intensity | Median Posting Duration |
|---------------------------|------------------------------------|---|-------------------------|
| Cheshire West and Chester | 18,535 / 8,338 | 2 : 1  | 34 days |
| Cheshire East | 16,513 / 7,528 | 2 : 1  | 33 days |
| Warrington | 13,747 / 6,175 | 2 : 1  | 34 days |

Top Gov't Office Regions Posting

| Gov't Office Region | Total/Unique (Mar 2021 - Feb 2023) | Posting Intensity | Median Posting Duration |
|---------------------|------------------------------------|---|-------------------------|
| North West | 319,370 / 149,579 | 2 : 1  | 34 days |

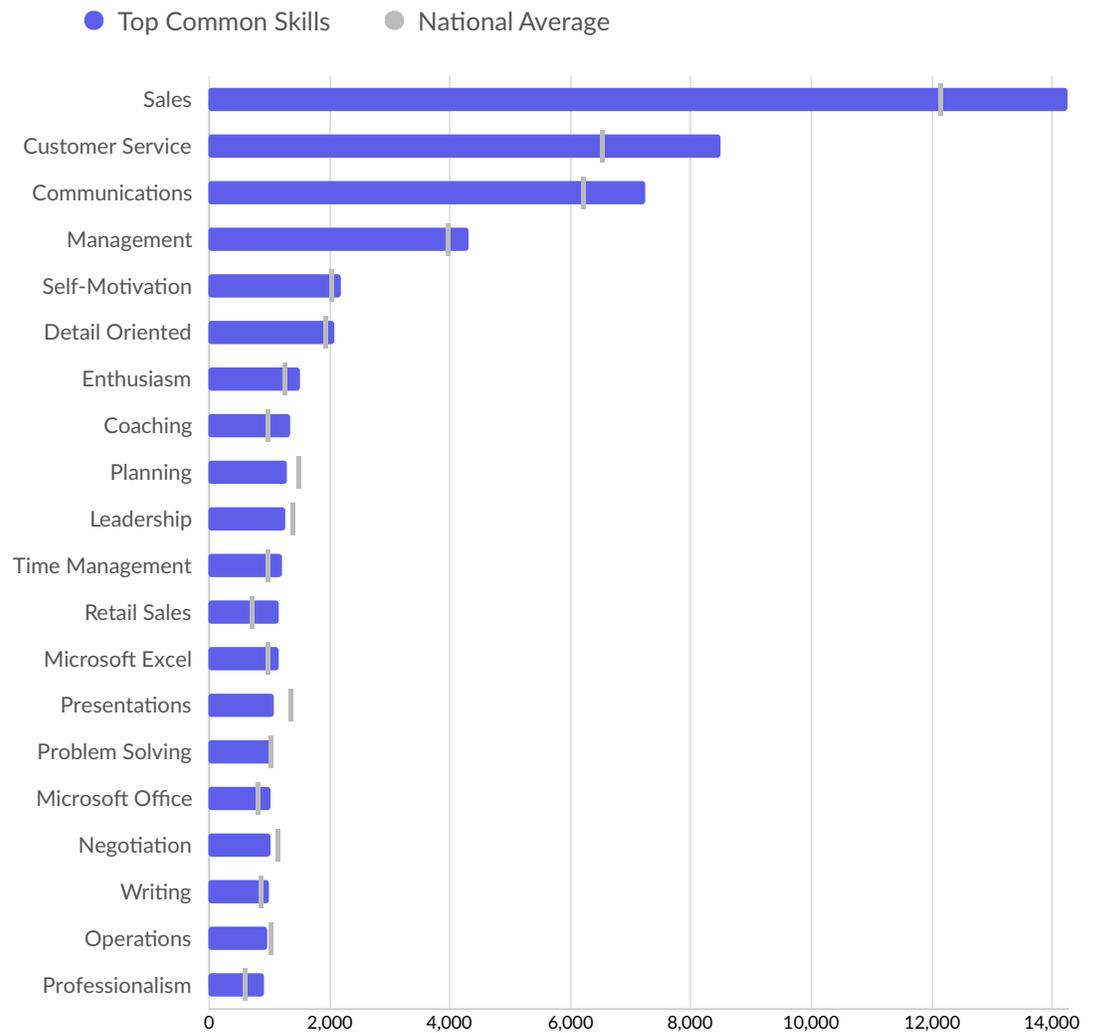
Top Countries Posting

| Country | Total/Unique (Mar 2021 - Feb 2023) | Posting Intensity | Median Posting Duration |
|---------|------------------------------------|---|-------------------------|
| England | 2,405,189 / 1,110,357 | 2 : 1  | 34 days |



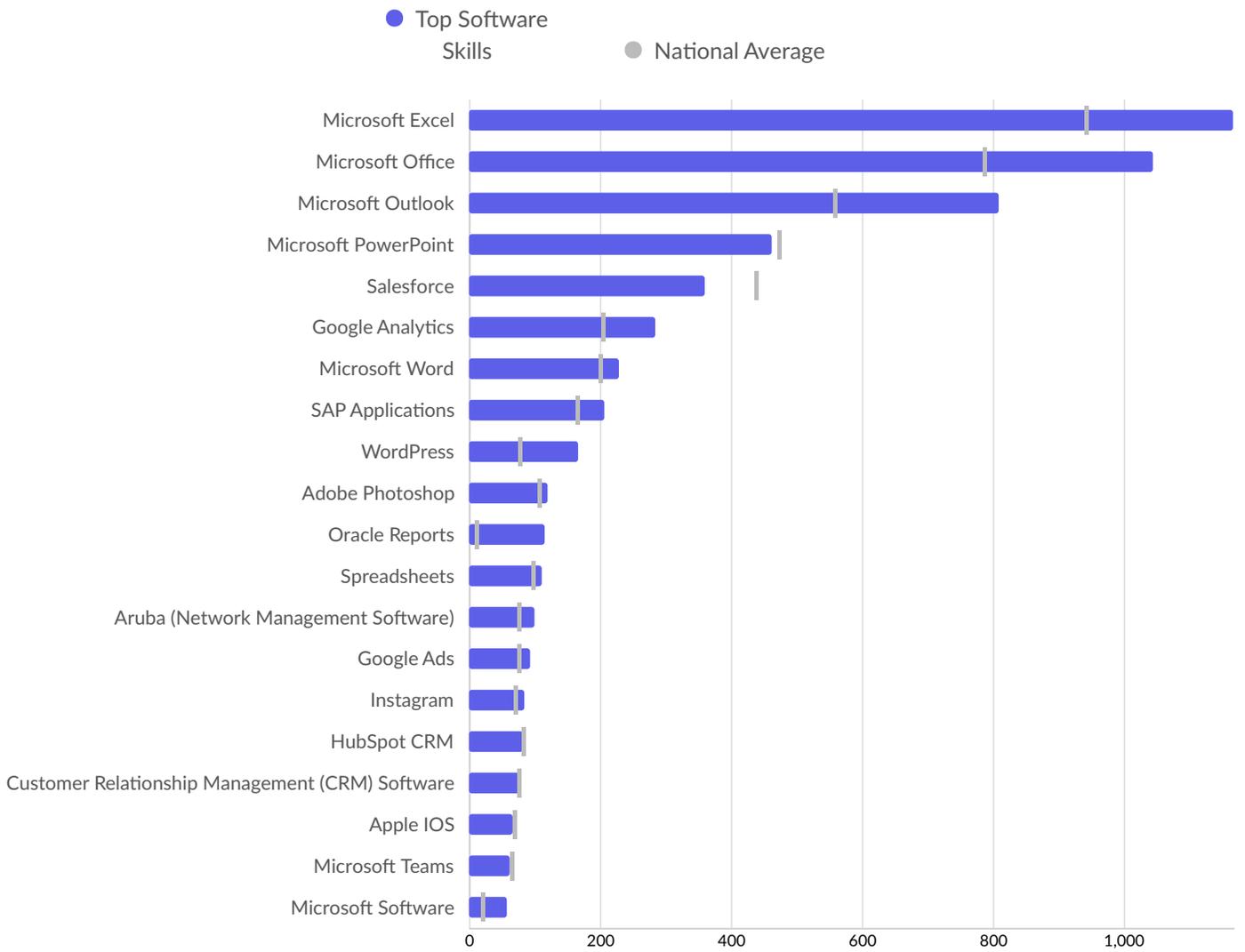
| Top Specialized Skills | Unique Postings | National Average |
|-----------------------------------|-----------------|------------------|
| Marketing | 3,198 | 3,204 |
| Selling Techniques | 2,776 | 2,586 |
| Key Performance Indicators (KPIs) | 2,306 | 1,684 |
| Business Development | 2,280 | 2,570 |
| Customer Relationship Management | 1,996 | 1,743 |
| Account Management | 1,832 | 1,583 |
| Sales Management | 1,603 | 1,669 |
| Business To Business | 1,519 | 1,283 |
| Sales Prospecting | 1,511 | 1,545 |
| Merchandising | 1,462 | 1,078 |
| Product Knowledge | 1,111 | 828 |
| Telemarketing | 1,045 | 620 |
| Sales Process | 973 | 923 |

| | | |
|----------------------|-----|-----|
| Finance | 965 | 981 |
| Visual Merchandising | 869 | 434 |
| Purchasing | 726 | 510 |
| Warehousing | 702 | 696 |
| Upselling | 675 | 605 |
| Digital Marketing | 643 | 600 |
| Cold Calling | 641 | 470 |



| Top Common Skills | Unique Postings | National Average |
|-------------------|-----------------|------------------|
| Sales | 14,264 | 12,116 |
| Customer Service | 8,510 | 6,502 |
| Communications | 7,247 | 6,191 |
| Management | 4,311 | 3,935 |
| Self-Motivation | 2,198 | 2,023 |
| Detail Oriented | 2,103 | 1,890 |
| Enthusiasm | 1,519 | 1,217 |
| Coaching | 1,367 | 942 |
| Planning | 1,314 | 1,472 |
| Leadership | 1,286 | 1,369 |
| Time Management | 1,214 | 947 |
| Retail Sales | 1,177 | 684 |
| Microsoft Excel | 1,166 | 940 |

| | | |
|------------------|-------|-------|
| Presentations | 1,100 | 1,329 |
| Problem Solving | 1,053 | 993 |
| Microsoft Office | 1,043 | 783 |
| Negotiation | 1,026 | 1,117 |
| Writing | 1,012 | 846 |
| Operations | 991 | 1,015 |
| Professionalism | 928 | 575 |



| Top Software Skills | Unique Postings | National Average |
|----------------------|-----------------|------------------|
| Microsoft Excel | 1,166 | 940 |
| Microsoft Office | 1,044 | 783 |
| Microsoft Outlook | 808 | 556 |
| Microsoft PowerPoint | 462 | 472 |
| Salesforce | 359 | 434 |
| Google Analytics | 284 | 201 |
| Microsoft Word | 229 | 197 |
| SAP Applications | 207 | 161 |
| WordPress | 167 | 76 |
| Adobe Photoshop | 119 | 104 |
| Oracle Reports | 115 | 9 |
| Spreadsheets | 110 | 95 |

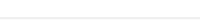
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|---|-----|----|
| Aruba (Network Management Software) | 100 | 72 |
| Google Ads | 94 | 73 |
| Instagram | 84 | 70 |
| HubSpot CRM | 82 | 80 |
| Customer Relationship Management (CRM) Software | 79 | 72 |
| Apple IOS | 67 | 67 |
| Microsoft Teams | 62 | 62 |
| Microsoft Software | 58 | 17 |

Top Certifications

| | Postings with Certification |
|---|-----------------------------|
| American Red Cross (ARC) Certification | 10 |
| Association Of Chartered Certified Accountants | 45 |
| Basic Life Support (BLS) Certification | 3 |
| Certified Financial Planner | 21 |
| Certified Information Privacy Professional | 2 |
| Certified Information Security Manager | 8 |
| Certified Information System Auditor (CISA) | 2 |
| Certified Information Systems Security Professional | 8 |
| Certified In Risk And Information Systems Control | 2 |
| Certified International Property Specialist | 7 |
| Certified Internet Webmaster | 6 |
| Certified Patient Care Technician (CPCT) | 3 |
| Certified Power Quality Professional | 2 |
| Certified Public Accountant | 21 |
| Certified Secure Software Lifecycle Professional | 2 |
| Chartered Accountant | 4 |
| Chartered Financial Analyst | 3 |
| Chartered Institute Of Management Accountants (CIMA) | 44 |
| Chartered Institute Of Marketing (CIM) | 1 |
| Chartered Institute Of Personnel And Development (CIPD) Certified | 28 |
| Chartered Professional Engineer | 3 |
| CIPD Level 5 | 4 |
| CIPD Level 7 | 4 |
| Cisco Certified Security Professional | 2 |
| CompTIA Certification | 2 |
| First Aid Certification | 3 |
| Food Safety Certification | 2 |
| Forklift Certification | 3 |

| | |
|---|----|
| Functional Skills Qualification | 55 |
| GIAC Certifications | 2 |
| Google Adwords Certification | 8 |
| Google Analytics Certification | 2 |
| IOSH Managing Safely | 5 |
| ITIL Certifications | 2 |
| Master Of Business Administration (MBA) | 17 |
| Microsoft Certified Professional | 2 |
| Microsoft Certified Training Partner | 2 |
| Nurse Practitioner (APRN-CNP) | 8 |
| Physical Fitness Specialist Certification | 4 |
| PMI Professional in Business Analysis | 3 |
| Post Graduate Certificate In Education (PGCE) | 19 |
| PRINCE2 (PProjects IN Controlled Environments 2) | 5 |
| Registered Dietitian (RD/RDN) | 8 |
| Registered Nurse (RN) | 25 |
| Security Clearance | 20 |
| ServSafe Certification | 2 |
| Systems Security Certified Practitioner | 2 |
| Top Secret-Sensitive Compartmented Information (TS/SCI Clearance) | 5 |
| Valid Driver's License | 63 |
| Wine & Spirit Education Trust (WSET) Certification | 8 |

Top Companies Posting

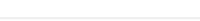
| Company | Total/Unique (Mar 2021 - Feb 2023) | Posting Intensity | Median Posting Duration |
|----------------------------------|------------------------------------|---|-------------------------|
| Adecco | 642 / 283 | 2 : 1  | 30 days |
| Jd Sports Fashion Plc | 603 / 272 | 2 : 1  | 26 days |
| ALDI | 673 / 266 | 3 : 1  | 17 days |
| Reed | 692 / 195 | 4 : 1  | 33 days |
| Radius Payment Solutions Limited | 370 / 187 | 2 : 1  | 30 days |
| Co-operative Group | 549 / 164 | 3 : 1  | 29 days |
| Search Consultancy | 428 / 160 | 3 : 1  | 36 days |
| Resourcing Solutions | 239 / 124 | 2 : 1  | 35 days |
| Amazon | 928 / 123 | 8 : 1  | 21 days |
| Hays | 212 / 118 | 2 : 1  | 29 days |
| Perfect Placement UK | 187 / 116 | 2 : 1  | 36 days |
| Serve Legal Ltd | 208 / 112 | 2 : 1  | 38 days |
| Pareto Agency | 416 / 110 | 4 : 1  | 30 days |
| ManpowerGroup | 225 / 95 | 2 : 1  | 25 days |
| Pertemps Network | 185 / 94 | 2 : 1  | 38 days |
| Verisure | 328 / 86 | 4 : 1  | 37 days |
| Inchcape | 168 / 83 | 2 : 1  | 35 days |
| Ryman Limited | 379 / 83 | 5 : 1  | 50 days |
| Mccoll's Retail Group | 121 / 82 | 1 : 1  | 35 days |
| Asda | 423 / 80 | 5 : 1  | 33 days |
| Dee Set | 236 / 78 | 3 : 1  | 29 days |
| Greggs | 128 / 76 | 2 : 1  | 25 days |
| Avon Group | 207 / 75 | 3 : 1  | n/a |
| Robert Dyas | 159 / 74 | 2 : 1  | 21 days |
| Estée Lauder | 172 / 73 | 2 : 1  | 30 days |
| Whsmith | 181 / 66 | 3 : 1  | 26 days |

| | | | | |
|---------------------------------|----------|--------|--|---------|
| Iceland Foods | 146 / 65 | 2 : 1 | | 39 days |
| The Business Connection | 93 / 62 | 2 : 1 | | 37 days |
| BMW | 226 / 61 | 4 : 1 | | 25 days |
| Mase Consulting | 76 / 60 | 1 : 1 | | 60 days |
| Claire's | 80 / 58 | 1 : 1 | | 60 days |
| McArthurGlen Designer Outlets | 146 / 58 | 3 : 1 | | 53 days |
| Information Technology Services | 91 / 55 | 2 : 1 | | 33 days |
| RED | 88 / 55 | 2 : 1 | | 34 days |
| Michael Page | 97 / 53 | 2 : 1 | | 24 days |
| TUI Group | 133 / 52 | 3 : 1 | | 36 days |
| Optionis Limited | 112 / 51 | 2 : 1 | | 29 days |
| NHS | 601 / 49 | 12 : 1 | | 34 days |
| O2 Mobile | 156 / 46 | 3 : 1 | | 30 days |
| 3 R Consulting Limited | 72 / 45 | 2 : 1 | | 31 days |
| Carfinance247 | 209 / 43 | 5 : 1 | | 20 days |
| Meridian Business Support | 103 / 43 | 2 : 1 | | 31 days |
| Pound Bakery | 147 / 43 | 3 : 1 | | 47 days |
| Cordant People | 79 / 42 | 2 : 1 | | 35 days |
| Next | 84 / 42 | 2 : 1 | | 24 days |
| Currys Group Limited | 80 / 40 | 2 : 1 | | 24 days |
| Randstad | 84 / 40 | 2 : 1 | | 41 days |
| Sportsdirect | 79 / 39 | 2 : 1 | | 30 days |
| Tesco | 63 / 38 | 2 : 1 | | 15 days |
| Resourcing | 57 / 37 | 2 : 1 | | 33 days |

Top Posted Occupations

| Career Area | Total/Unique (Mar 2021 - Feb 2023) | Posting Intensity | Median Posting Duration |
|-------------|------------------------------------|---|-------------------------|
| Sales | 48,795 / 22,041 | 2 : 1  | 33 days |

Top Posted Job Titles

| Job Title | Total/Unique (Mar 2021 - Feb 2023) | Posting Intensity | Median Posting Duration |
|-------------------------------|------------------------------------|---|-------------------------|
| Sales Executives | 2,197 / 988 | 2 : 1  | 35 days |
| Sales Assistants | 1,759 / 705 | 2 : 1  | 33 days |
| Business Development Managers | 1,187 / 589 | 2 : 1  | 35 days |
| Sales Advisors | 1,439 / 581 | 2 : 1  | 34 days |
| Marketing Executives | 1,016 / 556 | 2 : 1  | 31 days |
| Account Managers | 1,057 / 532 | 2 : 1  | 32 days |
| Sales Administrators | 866 / 463 | 2 : 1  | 34 days |
| Retail Assistants | 873 / 395 | 2 : 1  | 35 days |
| Store Managers | 801 / 389 | 2 : 1  | 33 days |
| Retail Supervisors | 627 / 246 | 3 : 1  | 34 days |
| Digital Marketing Executives | 434 / 236 | 2 : 1  | 30 days |
| Parts Advisors | 459 / 235 | 2 : 1  | 34 days |
| Sales Consultants | 496 / 235 | 2 : 1  | 32 days |
| Retail Sales Assistants | 528 / 225 | 2 : 1  | 39 days |
| Lettings Negotiators | 377 / 195 | 2 : 1  | 30 days |
| Retail Advisors | 493 / 177 | 3 : 1  | 30 days |
| Mystery Shoppers | 299 / 172 | 2 : 1  | 38 days |
| Store Assistants | 641 / 172 | 4 : 1  | 29 days |
| Fulfillment Associates | 1,040 / 168 | 6 : 1  | 21 days |
| Sales Managers | 297 / 164 | 2 : 1  | 36 days |
| Account Handlers | 278 / 160 | 2 : 1  | 38 days |
| Sales Account Managers | 303 / 148 | 2 : 1  | 38 days |
| Store Supervisors | 420 / 145 | 3 : 1  | 34 days |
| Sales Negotiators | 298 / 142 | 2 : 1  | 32 days |
| Internal Sales Executives | 298 / 133 | 2 : 1  | 34 days |
| Field Sales Representatives | 306 / 128 | 2 : 1  | 35 days |

| | | | | |
|------------------------------|-----------|-------|--|---------|
| Sales Associates | 275 / 128 | 2 : 1 | | 34 days |
| Assistant Store Managers | 290 / 127 | 2 : 1 | | 33 days |
| Sales Representatives | 217 / 126 | 2 : 1 | | 33 days |
| Seasonal Sales Associates | 279 / 126 | 2 : 1 | | 43 days |
| Avon Sales Representatives | 520 / 119 | 4 : 1 | | 47 days |
| Field Sales Executives | 187 / 117 | 2 : 1 | | 35 days |
| Merchandisers | 250 / 112 | 2 : 1 | | 31 days |
| Telesales Executives | 211 / 111 | 2 : 1 | | 36 days |
| Pre-Sales Executives | 221 / 105 | 2 : 1 | | 35 days |
| Retail Sales Advisors | 225 / 105 | 2 : 1 | | 36 days |
| Account Executives | 184 / 104 | 2 : 1 | | 33 days |
| Sales Support Administrators | 201 / 103 | 2 : 1 | | 36 days |
| Area Sales Managers | 145 / 95 | 2 : 1 | | 36 days |
| Sales Team Members | 313 / 95 | 3 : 1 | | 27 days |
| Sales Trainees | 290 / 94 | 3 : 1 | | 36 days |
| Internal Sales Engineers | 221 / 92 | 2 : 1 | | 35 days |
| Stock Controllers | 180 / 91 | 2 : 1 | | 34 days |
| PPC Managers | 149 / 89 | 2 : 1 | | 29 days |
| Stock Assistants | 181 / 89 | 2 : 1 | | 21 days |
| Assistant Managers | 197 / 88 | 2 : 1 | | 32 days |
| Lettings Managers | 140 / 78 | 2 : 1 | | 32 days |
| Cashiers | 156 / 75 | 2 : 1 | | 36 days |
| Retail Merchandisers | 169 / 75 | 2 : 1 | | 38 days |
| Key Account Managers | 119 / 74 | 2 : 1 | | 30 days |

Top Industries

| | Total/Unique (Mar 2021 - Feb 2023) | Posting Intensity | Median Posting Duration |
|---|------------------------------------|---|-------------------------|
| Employment Activities | 8,271 / 3,908 | 2 : 1  | 34 days |
| Retail Trade, Except of Motor Vehicles and Motorcycles | 7,903 / 3,345 | 2 : 1  | 32 days |
| Wholesale Trade, Except of Motor Vehicles and Motorcycles | 1,819 / 818 | 2 : 1  | 32 days |
| Activities of Head Offices; Management Consultancy Activities | 1,627 / 749 | 2 : 1  | 34 days |
| Wholesale and Retail Trade and Repair of Motor Vehicles and Motorcycles | 1,543 / 526 | 3 : 1  | 34 days |
| Real Estate Activities | 996 / 518 | 2 : 1  | 32 days |
| Office Administrative, Office Support and Other Business Support Activities | 848 / 413 | 2 : 1  | 35 days |
| Computer Programming, Consultancy and Related Activities | 896 / 407 | 2 : 1  | 33 days |
| Financial Service Activities, Except Insurance and Pension Funding | 1,042 / 390 | 3 : 1  | 29 days |
| Construction of Buildings | 656 / 259 | 3 : 1  | 40 days |
| Security and Investigation Activities | 588 / 222 | 3 : 1  | 38 days |
| Telecommunications | 661 / 204 | 3 : 1  | 27 days |
| Human Health Activities | 1,030 / 181 | 6 : 1  | 32 days |
| Food and Beverage Service Activities | 321 / 177 | 2 : 1  | 36 days |
| Advertising and Market Research | 282 / 170 | 2 : 1  | 35 days |
| Education | 460 / 170 | 3 : 1  | 35 days |
| Manufacture of Food Products | 331 / 163 | 2 : 1  | 27 days |
| Warehousing and Support Activities for Transportation | 996 / 162 | 6 : 1  | 24 days |
| Architectural and Engineering Activities; Technical Testing and Analysis | 351 / 158 | 2 : 1  | 36 days |
| Other Personal Service Activities | 259 / 142 | 2 : 1  | 35 days |
| Accommodation | 223 / 131 | 2 : 1  | 31 days |
| Residential Care Activities | 275 / 126 | 2 : 1  | 35 days |
| Other Professional, Scientific and Technical Activities | 240 / 118 | 2 : 1  | 35 days |
| Specialised Construction Activities | 225 / 110 | 2 : 1  | 36 days |
| Land Transport and Transport Via Pipelines | 284 / 109 | 3 : 1  | 33 days |
| Public Administration and Defence; Compulsory Social Security | 144 / 97 | 1 : 1  | 33 days |
| Water Transport | 189 / 94 | 2 : 1  | 35 days |
| Social Work Activities Without Accommodation | 173 / 87 | 2 : 1  | 37 days |

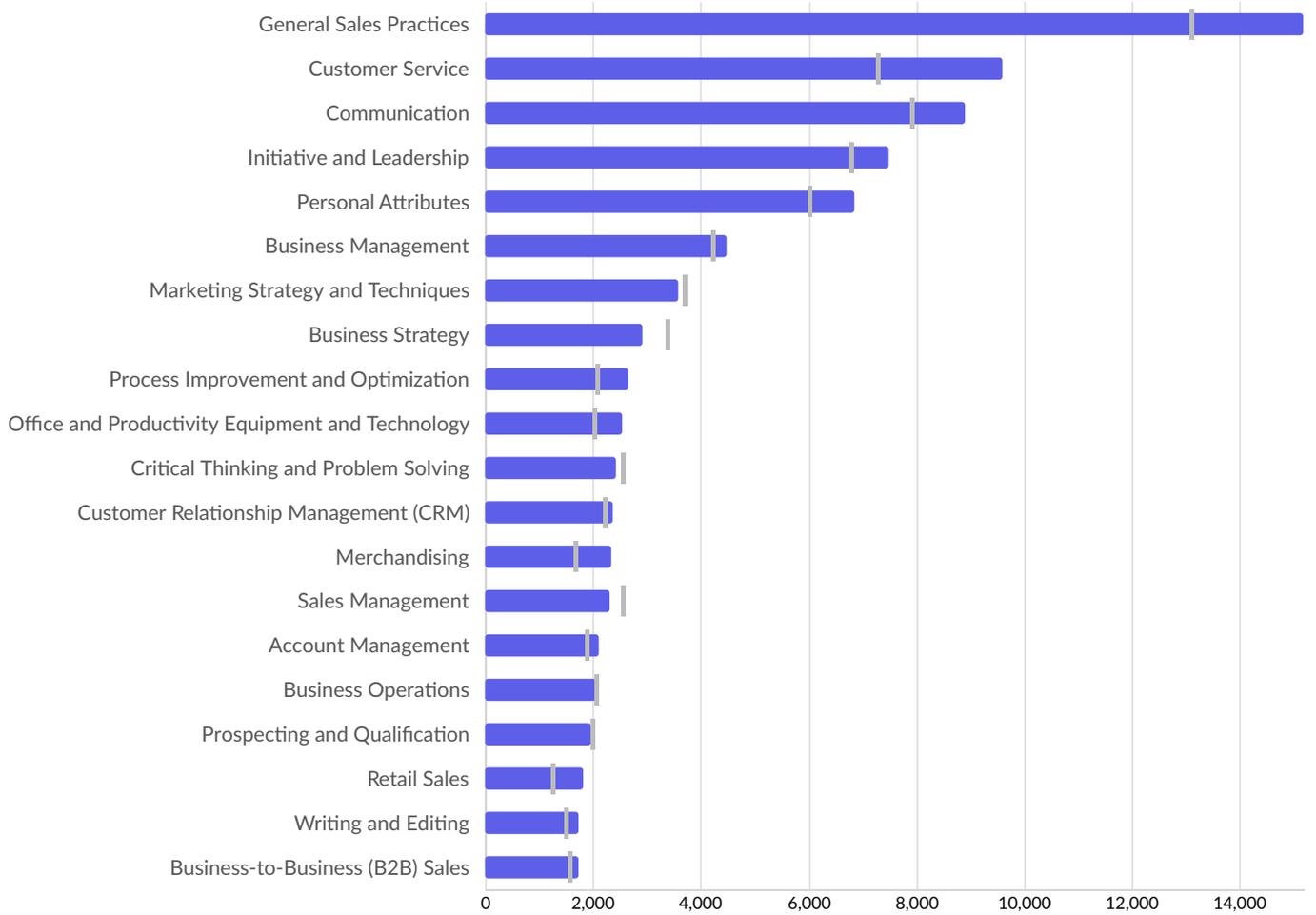
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|---|----------|-------|--|---------|
| Travel Agency, Tour Operator and Other Reservation Service and Related Activities | 144 / 70 | 2 : 1 | | 28 days |
| Insurance, Reinsurance and Pension Funding, Except Compulsory Social Security | 185 / 69 | 3 : 1 | | 27 days |
| Legal and Accounting Activities | 120 / 69 | 2 : 1 | | 29 days |
| Manufacture of Computer, Electronic and Optical Products | 85 / 66 | 1 : 1 | | 28 days |
| Manufacture of Machinery and Equipment n.e.c. | 157 / 59 | 3 : 1 | | 36 days |
| Sports Activities and Amusement and Recreation Activities | 182 / 55 | 3 : 1 | | 31 days |
| Rental and Leasing Activities | 101 / 54 | 2 : 1 | | 32 days |
| Services to Buildings and Landscape Activities | 111 / 52 | 2 : 1 | | 32 days |
| Publishing Activities | 102 / 42 | 2 : 1 | | 21 days |
| Libraries, Archives, Museums and Other Cultural Activities | 87 / 41 | 2 : 1 | | 32 days |
| Other Manufacturing | 56 / 37 | 2 : 1 | | 33 days |
| Scientific Research and Development | 59 / 37 | 2 : 1 | | 32 days |
| Manufacture of Other Non-metallic Mineral Products | 72 / 33 | 2 : 1 | | 19 days |
| Electricity, Gas, Steam and Air Conditioning Supply | 42 / 32 | 1 : 1 | | 32 days |
| Information Service Activities | 43 / 32 | 1 : 1 | | 38 days |
| Activities of Membership Organisations | 48 / 32 | 2 : 1 | | 21 days |
| Manufacture of Chemicals and Chemical Products | 58 / 31 | 2 : 1 | | 36 days |
| Postal and Courier Activities | 53 / 30 | 2 : 1 | | 22 days |
| Activities Auxiliary to Financial Services and Insurance Activities | 55 / 29 | 2 : 1 | | 27 days |
| Gambling and Betting Activities | 53 / 29 | 2 : 1 | | 45 days |
| Manufacture of Fabricated Metal Products, Except Machinery and Equipment | 36 / 24 | 2 : 1 | | 35 days |
| Waste Collection, Treatment and Disposal Activities; Materials Recovery | 48 / 24 | 2 : 1 | | 21 days |

Top Posting Sources

| Website | Postings on Website (Mar 2021 - Feb 2023) |
|------------------------|---|
| indeed.com | 3,736 |
| reed.co.uk | 3,657 |
| starjobsearch.co.uk | 3,147 |
| dwp.gov.uk | 2,625 |
| cv-library.co.uk | 1,981 |
| fish4.co.uk | 1,914 |
| careerbuilder.co.uk | 1,351 |
| simplyhired.co.uk | 1,005 |
| careerjet.co.uk | 890 |
| independent.co.uk | 835 |
| constructionjobs.co.uk | 829 |
| gumtree.com | 819 |
| jobisjob.co.uk | 692 |
| britishjobs.co.uk | 676 |
| dejobs.org | 511 |
| jora.com | 369 |
| jobs4network.co.uk | 323 |
| leisurejobs.com | 310 |
| joblift.co.uk | 286 |
| theguardian.com | 276 |
| livevacancies.co.uk | 262 |
| team.careers | 246 |
| engineeringjobs.co.uk | 218 |
| monster.co.uk | 198 |
| myworkdayjobs.com | 174 |
| e4s.co.uk | 164 |
| tiptopjob.com | 159 |

| | |
|-----------------------------------|-----|
| jobrapido.com | 135 |
| adecco.co.uk | 134 |
| jobmedic.co.uk | 134 |
| jobserve.com | 118 |
| hiredonline.co.uk | 111 |
| jobstoday.co.uk | 102 |
| icims.com | 90 |
| indeed.co.uk | 86 |
| adzuna.co.uk | 81 |
| search.co.uk | 81 |
| rymancareers.co.uk | 80 |
| manpower.co.uk | 67 |
| empire-locums.co.uk | 65 |
| mase-consulting.com | 55 |
| searchukjobs.com | 55 |
| telefonica.com | 48 |
| pagepersonnel.co.uk | 46 |
| findapprenticeship.service.gov.uk | 42 |
| brassring.com | 40 |
| csod.com | 40 |
| bmsperformance.com | 39 |
| elcompanies.com | 39 |
| thebigjobsite.com | 38 |

● Top Skill Subcategories ● National Average

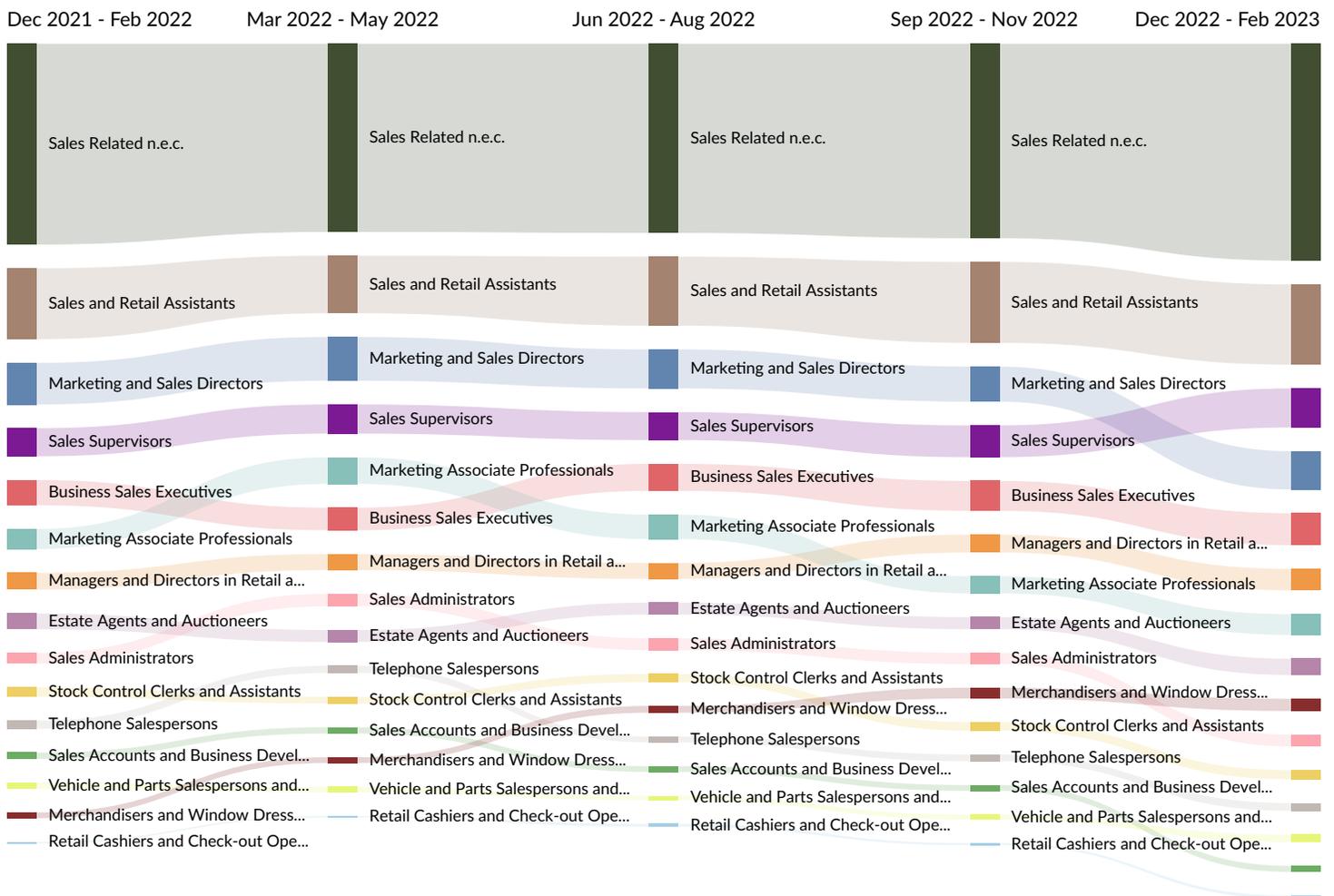


| Top Skill Subcategories | Unique Postings | National Average |
|--|-----------------|------------------|
| General Sales Practices | 15,179 | 13,065 |
| Customer Service | 9,594 | 7,268 |
| Communication | 8,901 | 7,892 |
| Initiative and Leadership | 7,489 | 6,770 |
| Personal Attributes | 6,854 | 5,990 |
| Business Management | 4,484 | 4,207 |
| Marketing Strategy and Techniques | 3,578 | 3,679 |
| Business Strategy | 2,924 | 3,367 |
| Process Improvement and Optimization | 2,646 | 2,057 |
| Office and Productivity Equipment and Technology | 2,558 | 1,986 |
| Critical Thinking and Problem Solving | 2,433 | 2,522 |
| Customer Relationship Management (CRM) | 2,361 | 2,185 |
| Merchandising | 2,355 | 1,648 |

| | | |
|----------------------------------|-------|-------|
| Sales Management | 2,312 | 2,506 |
| Account Management | 2,108 | 1,851 |
| Business Operations | 2,065 | 2,026 |
| Prospecting and Qualification | 1,980 | 1,976 |
| Retail Sales | 1,820 | 1,224 |
| Writing and Editing | 1,748 | 1,475 |
| Business-to-Business (B2B) Sales | 1,745 | 1,541 |

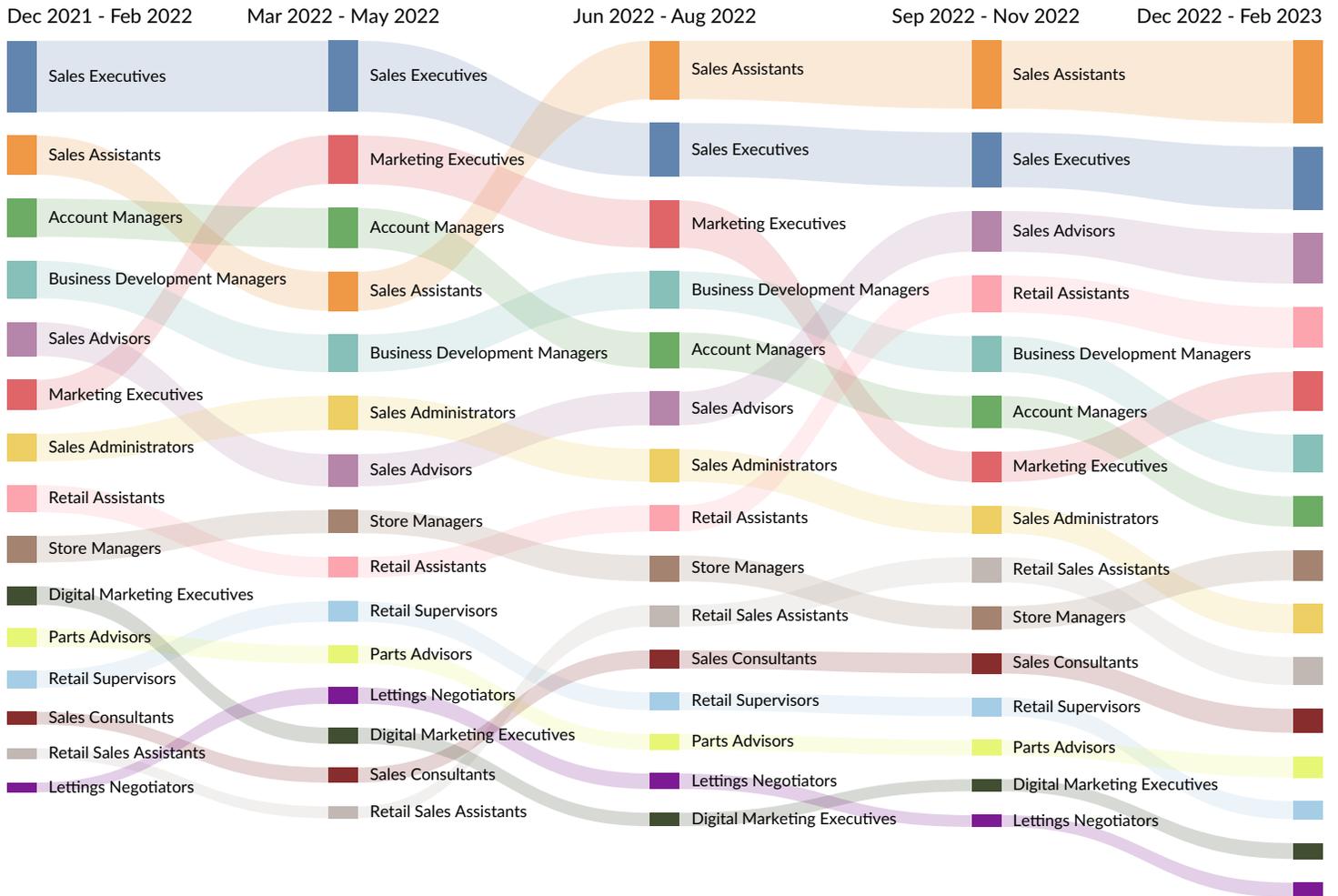
Occupation Trends in Job Postings by Quarter

The chart below captures the postings trend for the top 15 occupations posted for based on your filters.



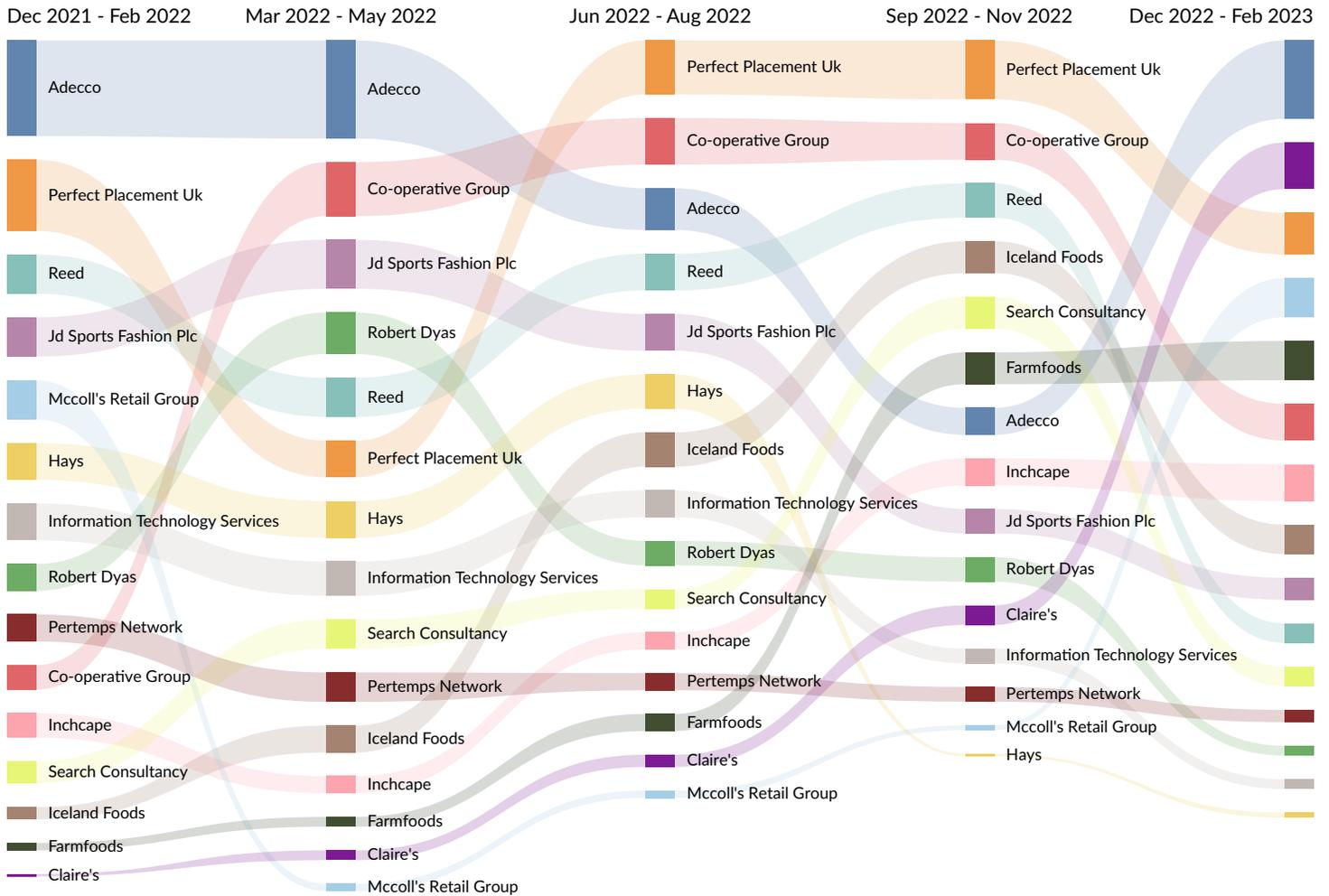
Job Title Trends in Job Postings by Quarter

The chart below captures the postings trend for the top 15 job titles posted for based on your filters.



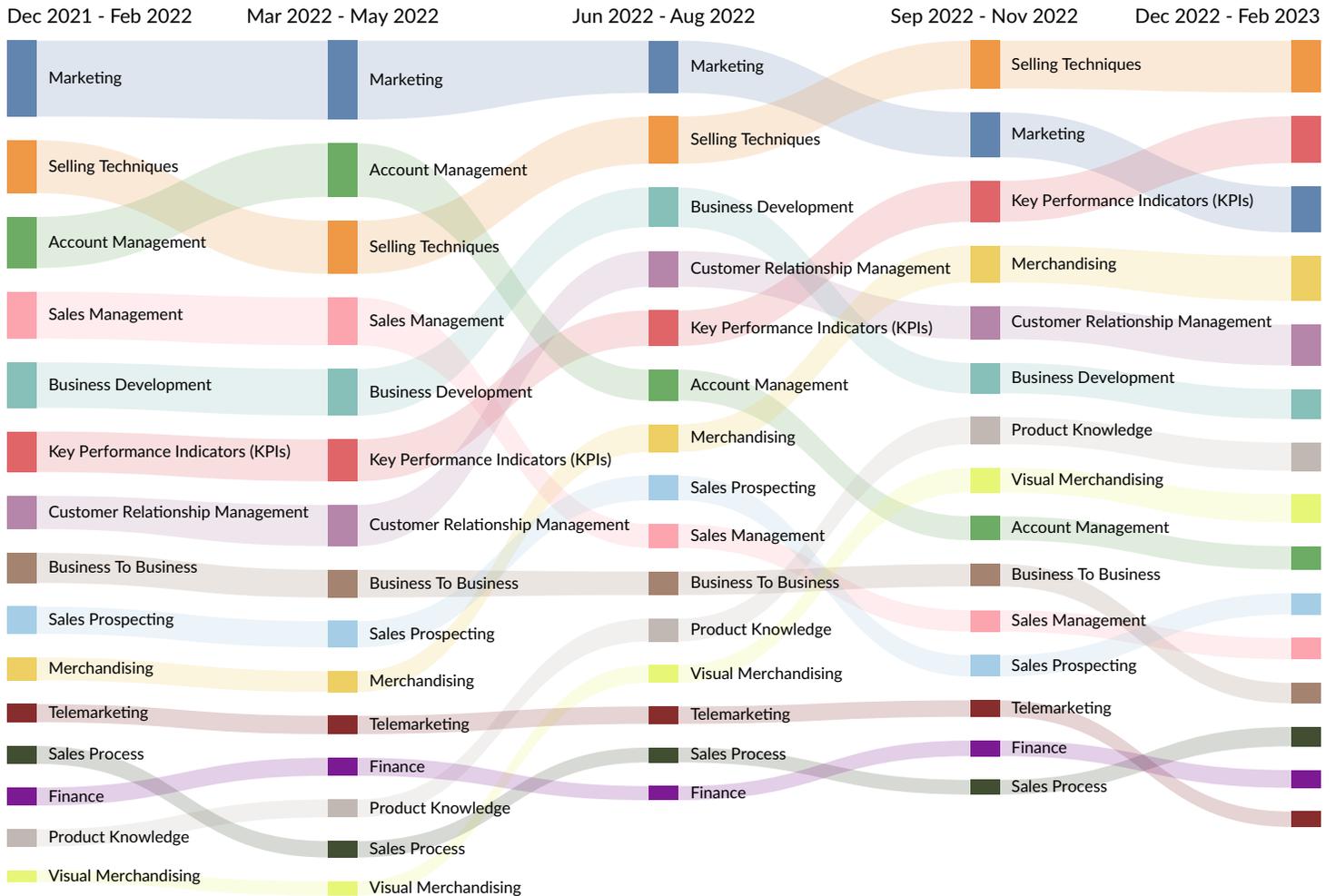
Company Trends in Job Postings by Quarter

The chart below captures the postings trend for the top 15 companies posted for based on your filters.



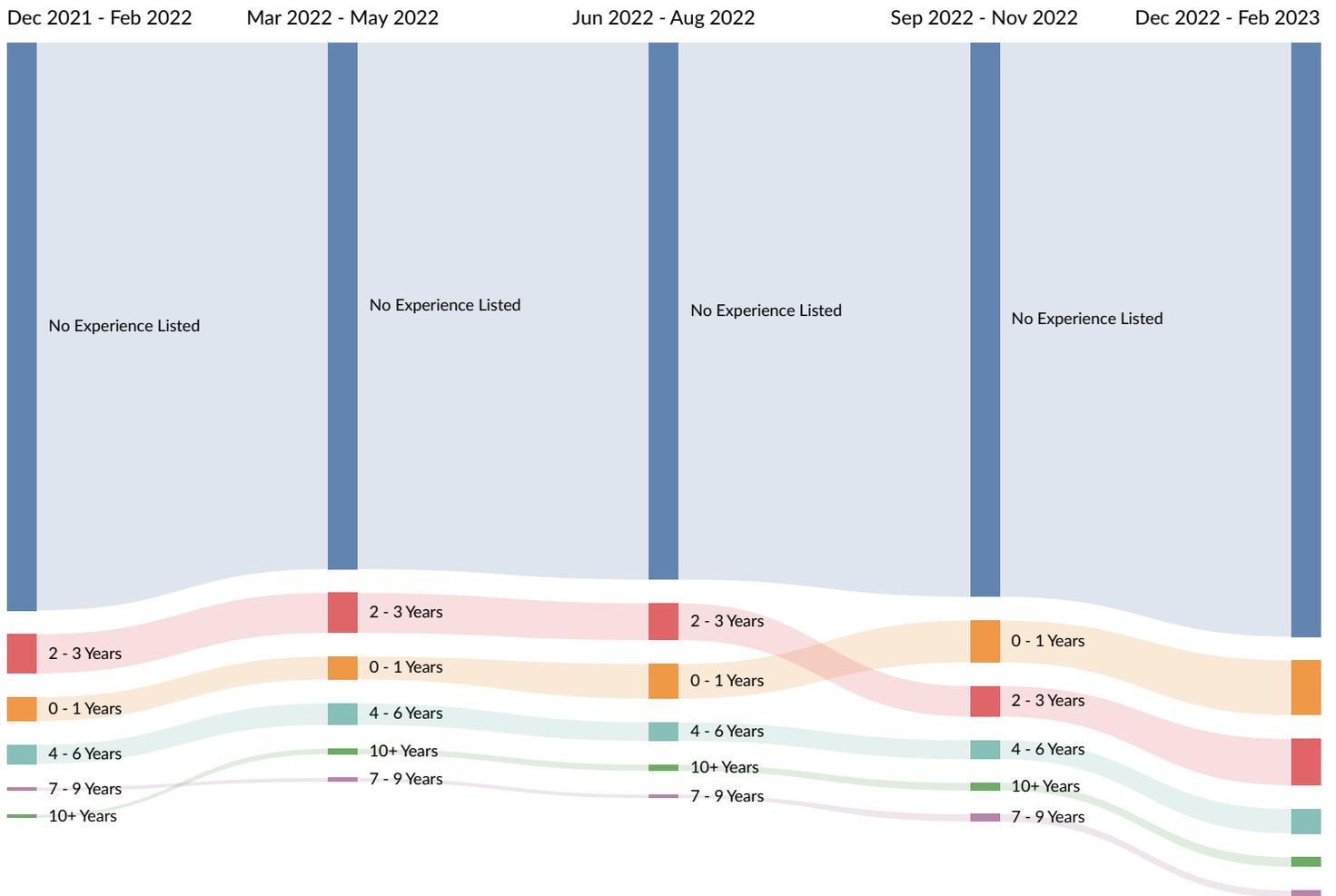
Skill Trends in Job Postings by Quarter

The chart below captures the postings trend for the top 15 skills posted for based on your filters.



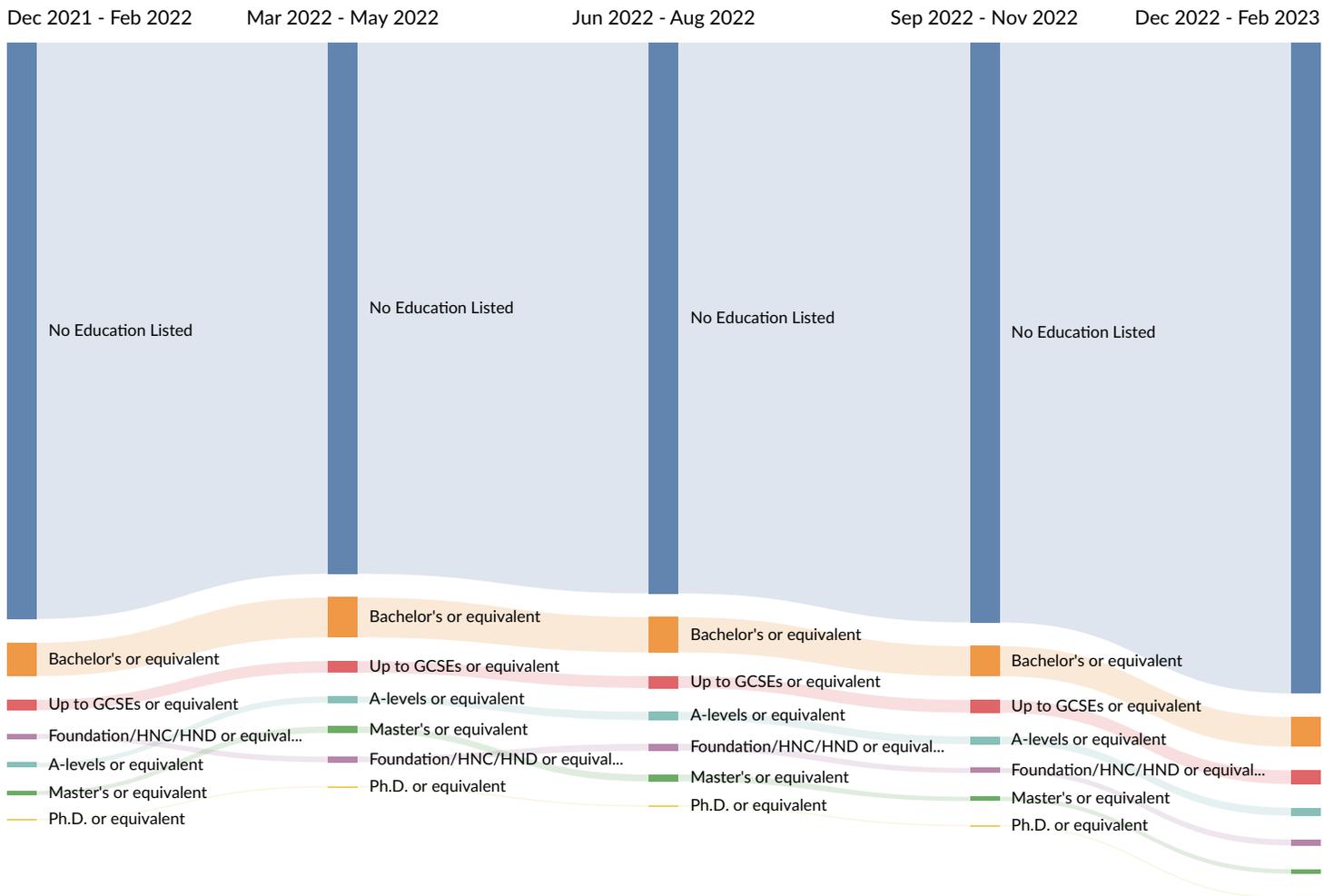
Minimum Experience Requirement Trends in Job Postings by Quarter

The chart below captures the trend for the experience requirements by quarter shown in postings in your region based on your filters.



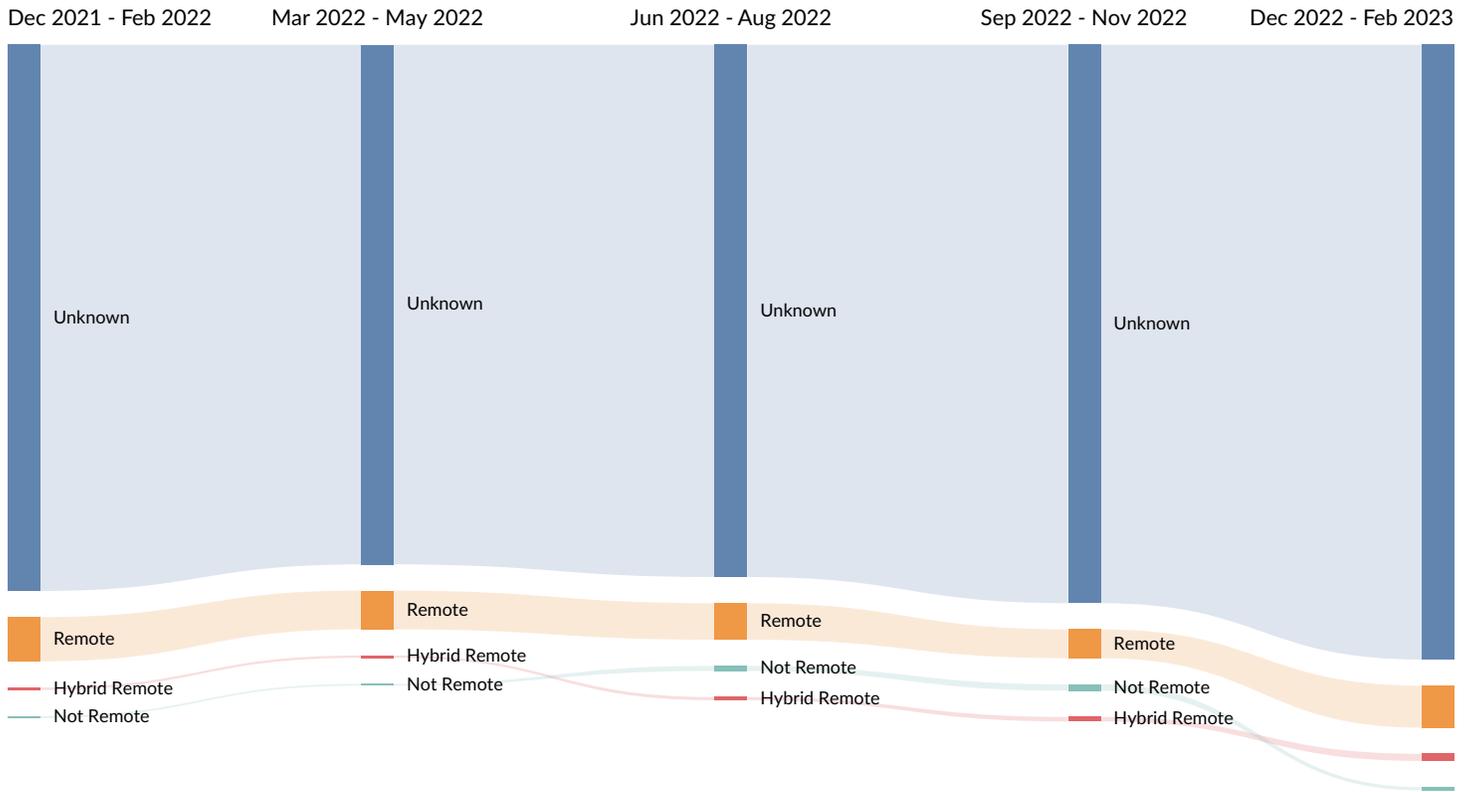
Educational Requirement Trends in Job Postings by Quarter

The chart below captures the quarterly trend for the educational requirements shown in postings in your region based on your filters.

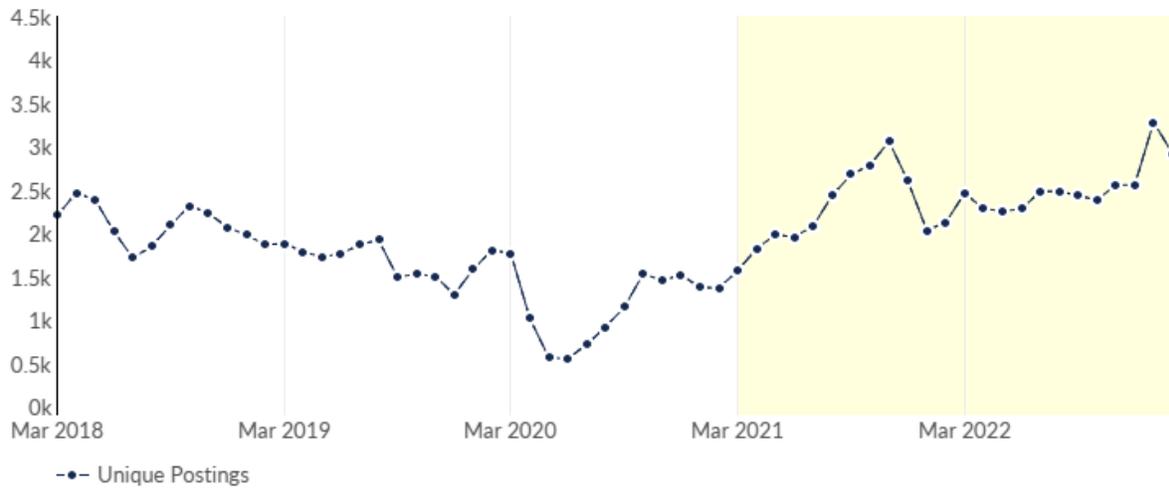


Remote Trends in Job Postings by Quarter

The chart below captures the remote posting trends based on your filters.

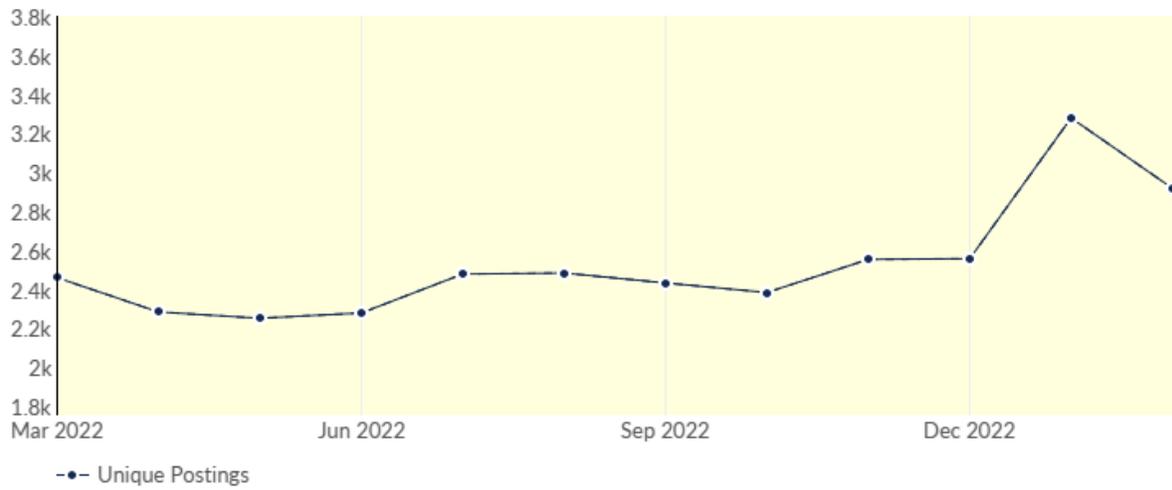


Unique Postings Trend



| Month | Unique Postings | Posting Intensity |
|----------|-----------------|-------------------|
| Feb 2023 | 2,918 | 2 : 1 |
| Jan 2023 | 3,280 | 2 : 1 |
| Dec 2022 | 2,558 | 3 : 1 |
| Nov 2022 | 2,554 | 2 : 1 |
| Oct 2022 | 2,384 | 3 : 1 |
| Sep 2022 | 2,433 | 2 : 1 |
| Aug 2022 | 2,484 | 2 : 1 |
| Jul 2022 | 2,479 | 2 : 1 |
| Jun 2022 | 2,279 | 2 : 1 |
| May 2022 | 2,252 | 2 : 1 |
| Apr 2022 | 2,284 | 2 : 1 |
| Mar 2022 | 2,460 | 2 : 1 |

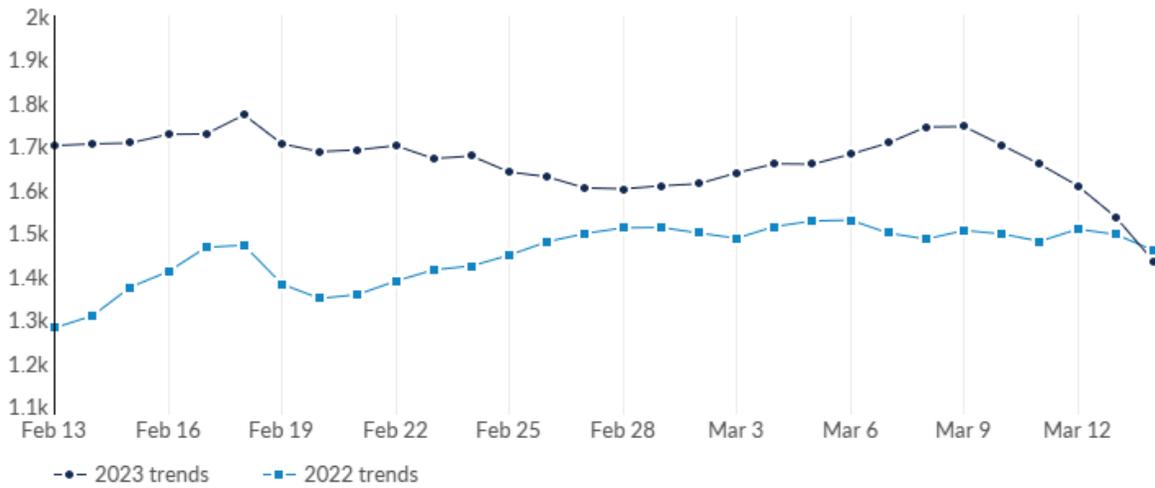
Unique Postings Trend



| Month | Unique Postings | Posting Intensity |
|----------|-----------------|-------------------|
| Feb 2023 | 2,918 | 2 : 1 |
| Jan 2023 | 3,280 | 2 : 1 |
| Dec 2022 | 2,558 | 3 : 1 |
| Nov 2022 | 2,554 | 2 : 1 |
| Oct 2022 | 2,384 | 3 : 1 |
| Sep 2022 | 2,433 | 2 : 1 |
| Aug 2022 | 2,484 | 2 : 1 |
| Jul 2022 | 2,479 | 2 : 1 |
| Jun 2022 | 2,279 | 2 : 1 |
| May 2022 | 2,252 | 2 : 1 |
| Apr 2022 | 2,284 | 2 : 1 |
| Mar 2022 | 2,460 | 2 : 1 |

Unique Postings Trend

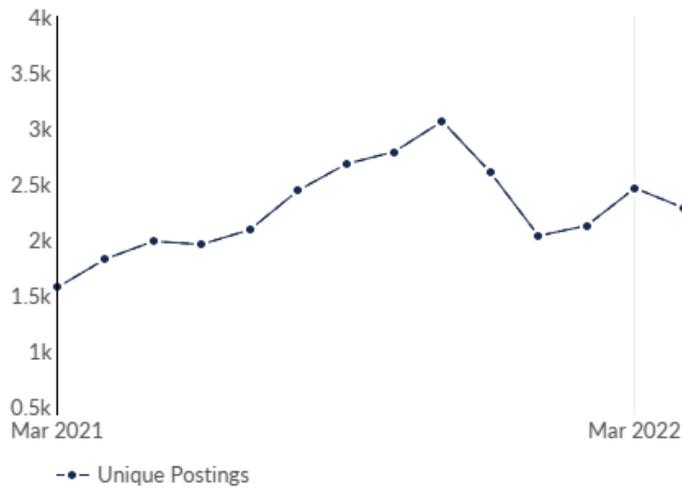
This view displays the most recent 30 days of job postings activity to show near-term trends. It does not reflect your timeframe.



| Day | Unique Postings | Last Year's Unique Postings | % Change |
|-------------------|-----------------|-----------------------------|----------|
| February 13, 2023 | 1,701 | 1,280 | +32.9% |
| February 14, 2023 | 1,705 | 1,308 | +30.4% |
| February 15, 2023 | 1,707 | 1,374 | +24.2% |
| February 16, 2023 | 1,727 | 1,410 | +22.5% |
| February 17, 2023 | 1,728 | 1,466 | +17.9% |
| February 18, 2023 | 1,772 | 1,471 | +20.5% |
| February 19, 2023 | 1,705 | 1,381 | +23.5% |
| February 20, 2023 | 1,687 | 1,348 | +25.1% |
| February 21, 2023 | 1,691 | 1,357 | +24.6% |
| February 22, 2023 | 1,701 | 1,388 | +22.6% |
| February 23, 2023 | 1,671 | 1,414 | +18.2% |
| February 24, 2023 | 1,677 | 1,423 | +17.8% |
| February 25, 2023 | 1,640 | 1,448 | +13.3% |
| February 26, 2023 | 1,629 | 1,479 | +10.1% |
| February 27, 2023 | 1,603 | 1,498 | +7.0% |
| February 28, 2023 | 1,601 | 1,511 | +6.0% |
| March 1, 2023 | 1,608 | 1,512 | +6.3% |
| March 2, 2023 | 1,613 | 1,499 | +7.6% |

| | | | |
|----------------|-------|-------|--------|
| March 3, 2023 | 1,638 | 1,487 | +10.2% |
| March 4, 2023 | 1,659 | 1,514 | +9.6% |
| March 5, 2023 | 1,658 | 1,527 | +8.6% |
| March 6, 2023 | 1,681 | 1,529 | +9.9% |
| March 7, 2023 | 1,707 | 1,499 | +13.9% |
| March 8, 2023 | 1,744 | 1,485 | +17.4% |
| March 9, 2023 | 1,745 | 1,505 | +15.9% |
| March 10, 2023 | 1,702 | 1,497 | +13.7% |
| March 11, 2023 | 1,658 | 1,480 | +12.0% |
| March 12, 2023 | 1,608 | 1,508 | +6.6% |
| March 13, 2023 | 1,536 | 1,496 | +2.7% |
| March 14, 2023 | 1,434 | 1,459 | -1.7% |

Unique Postings Trend



| Month | Unique Postings | Posting Intensity |
|----------|-----------------|-------------------|
| Feb 2023 | 2,918 | 2 : 1 |
| Jan 2023 | 3,280 | 2 : 1 |
| Dec 2022 | 2,558 | 3 : 1 |
| Nov 2022 | 2,554 | 2 : 1 |
| Oct 2022 | 2,384 | 3 : 1 |
| Sep 2022 | 2,433 | 2 : 1 |
| Aug 2022 | 2,484 | 2 : 1 |
| Jul 2022 | 2,479 | 2 : 1 |
| Jun 2022 | 2,279 | 2 : 1 |
| May 2022 | 2,252 | 2 : 1 |
| Apr 2022 | 2,284 | 2 : 1 |
| Mar 2022 | 2,460 | 2 : 1 |

Appendix A - Data Sources and Calculations

Lightcast Job Postings

Job postings are collected from various sources and processed/enriched to provide information such as standardized company name, occupation, skills, and geography.