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Working in Brazil

A Huxley Associates guide

Our guides

This guide is part of Huxley Associates' dedication to supporting our customers and delivering market-leading recruitment solutions. As one of the world's leading recruitment consultancies we pride ourselves on being a key recruitment partner for professionals and organisations across a range of sectors.

Our series of guides offer best practice advice and an insight into the latest recruitment news, whether you are looking to secure your next job or make your next hire.

Brazil

Brazil is becoming an increasingly attractive proposition for professionals looking to work in a dynamic and highly vibrant country. In the last five years disposable income has increased significantly, GDP, driven by significant rises in exports and less reliance on imports, has made the country one of the world's best performers, and investment in infrastructure and services, driven in part by global sporting events, has raised the standard of living not just in major cities but also more rural areas.

This guide highlights why there has never been a better time to work in Brazil and features insight from our recruitment consultants, who are working on a daily basis to recruit the best talent for the country's biggest employers.

If you would like to discuss any aspect of this guide or register with Huxley Associates in Brazil then register at: br.huxley.com or email us at: huxleysp@huxley.com

Why there has never been a better time to move back to Brazil

The economy

There has never been a better time to consider a career in Brazil. The country has benefited from unprecedented growth over the last two decades, reaching its pinnacle in 2010 with GDP in excess of 7.5%. Although GDP is likely to have slowed somewhat in 2011, analysts still predict between 5% and 7% growth, making Brazil one of the world's most vibrant and rapidly developing economies in the world.

Across the whole of the country there is a strong push towards development and growth, much of which has been driven by the highly lucrative trade partnerships with China. These partnerships are likely to remain over the years ahead and will be the basis on which Brazil continues to make its mark in the global economy.

Infrastructure & development

In the last five years alone there has been significant investment in infrastructure and a marked shift in how Brazil represents itself in the global marketplace.

Key highlights include:

- The size of the construction industry rose by \$90bn in 2010.
- \$280bn worth of investment in transport, energy and infrastructure projects in 2010.
- Significant growth across the mining, agriculture, manufacturing and service sectors.
- Increased external demand for the abundance of natural resources available in Brazil, with iron ore in particular prized by major manufacturing nations, including China.
- The development of offshore fields has meant Brazil has become self-sufficient in oil, ending decades of dependence on foreign producers. Brazil is now the 9th largest oil producer in the world.

It's this kind of investment and activity that will move Brazil from being the world's 8th largest economy to the 5th largest by 2025, overtaking Italy, France and the United Kingdom.

Brazil unemployment rate

Percentage of the labour force

2009 rank		GPD at PPP	2050 rank		Projected GPD at PPP
1	US	\$14,256bn	1	China	\$59,475bn
2	China	\$8,888bn	2	India	\$43,180bn
3	Japan	\$4,138bn	3	US	\$37,876bn
4	India	\$3,752bn	4	Brazil	\$9,762bn
5	Germany	\$2,984bn	5	Japan	\$7,664bn
6	Russia	\$2,687bn	6	Russia	\$7,559bn
7	UK	\$2,257bn	7	Mexico	\$6,682bn
8	France	\$2,172bn	8	Indonesia	\$6,205bn
9	Brazil	\$2,020bn	9	Germany	\$5,707bn
10	Italy	\$1,922bn	10	UK	\$5,628bn

Future opportunities

The opportunities within Brazil are not limited purely to investment. The fact Brazil is now a key player with increased influence in the global marketplace has provided a platform on which the country has begun to play a more confident international role. This has resulted in a number of new advances and opportunities including:

- Winning the right to host both the 2014 FIFA World Cup and the 2016 Olympic Games.** The fact Brazil is staging both tournaments within a two year period is a great opportunity that cannot be under-estimated. Not only are we likely to see investment in infrastructure and tourism, but also significant commitment to improving transport links and housing across the country. There are already plans in place to build a high speed train link joining São Paulo and Rio de Janeiro, which will significantly improve not just international links, by improving airport infrastructure, but also internal links between the country's major hubs.
- The Government's plans to cut taxes on domestically manufactured tablet computers.** As part of a new industrial policy aimed at boosting production of high-end consumer technology goods, manufacturing is likely to be at the forefront of growth in Brazil and help maintain mutually beneficial relationships with countries such as China and India.
- The growth of companies such as Vale,** the world's second biggest mining company and biggest iron ore producer, Petrograd, which is part state owned and made \$20bn (£12.4bn) in 2010, and AmBev, which is a large part of Anheuser-Busch InBev and whose organisation is dominated by Brazilian executives, are all benefiting from the growth of Brazil in the international market and the ability of the country to combat the effects of the global recession.
- Massive growth in exports has resulted in Brazil** being the world's biggest exporter of orange juice, exporting 80% of all orange juice in the world, becoming a major exporter of beef and poultry and doubling its international supply of copper over the next three years, or about 1.5% of world supply.

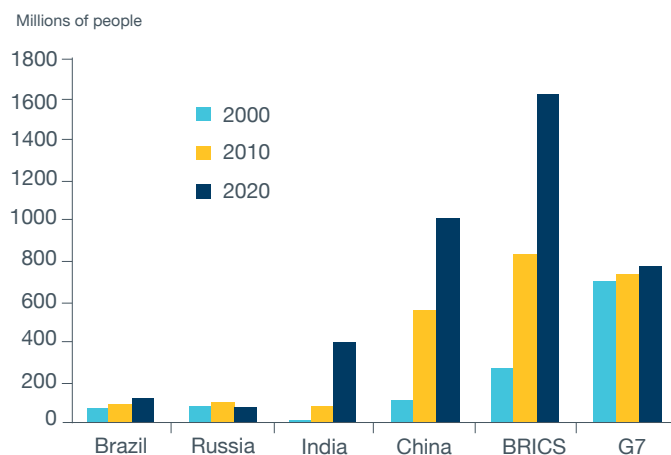
So what does this mean for the job market?

According to Bloomberg the *“economic boom has given birth to new Brazilian billionaires and a burgeoning middle class”*. In fact the middle classes added another 10 million to their number over the last 5 years, driven in part by strong salaries.

In March 2011 the Labour Ministry acknowledged that finding the talent within Brazilian to address the immediate and long-term needs is proving difficult and as a result the country's hiring frenzy is bringing in more workers from abroad. In 2010, Brazilian companies hired 56,006 workers from other countries, up 30% from 2009.

The main industries benefiting from this activity are oil, gas and energy and banking and finance.

Millions in the BRICS to enter middle class income bracket by 2020

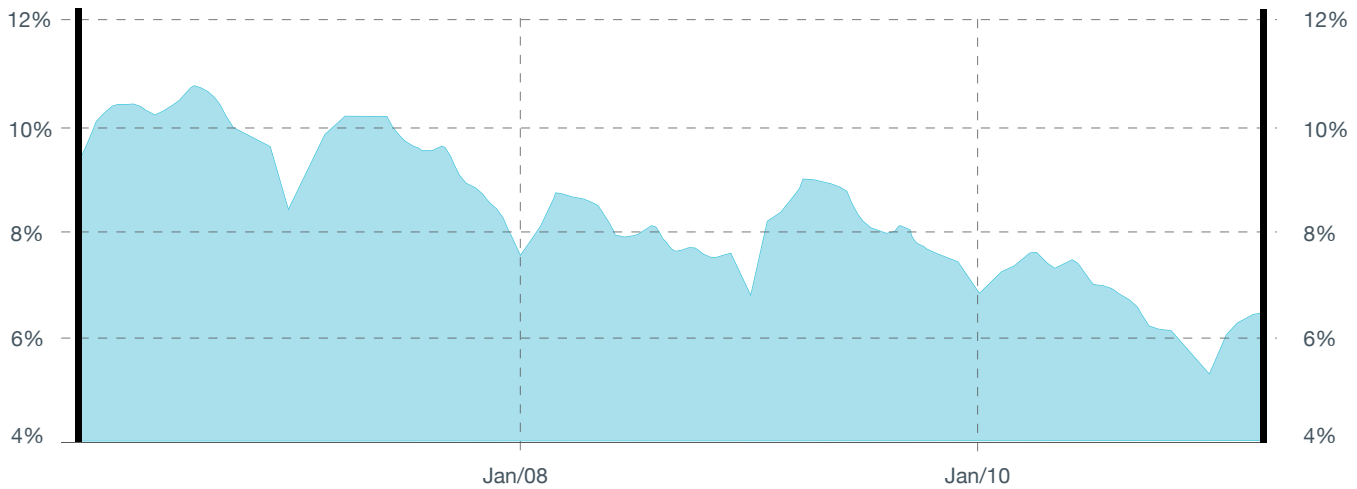


Poverty headcount ratio (% of population)

21.4%	2009
22.6%	2008
24.2%	2007
26.8%	2006
30.8%	2005

Brazil unemployment rate

Percentage of the labour force



Renewed energy

Brazilian energy will be a “*massive investment theme for the next ten years*” according to Carlos de Leon, Manager of the Allianz RCM Brazil Fund. Brazil is a particular hotspot in the global energy industry; it has grown from being an appealing opportunity five years ago to being one of the hottest properties in global energy production.

The \$2bn loan made by the United States to Petrobras has had a massive impact on the oil industry in Brazil and it is this type of activity that has enabled the country to be self-sufficient in oil and a major player in the global energy market.

The Campos Basin and the Santos Basin hold massive reserves of untapped oil and companies like Petrograd, the largest company in Brazil, are focusing not just on extraction but conversion and refinement, making oil one of the country’s most attractive job markets. Projections for the job growth in oil and gas are showing an increase of almost 16% over the next ten years.

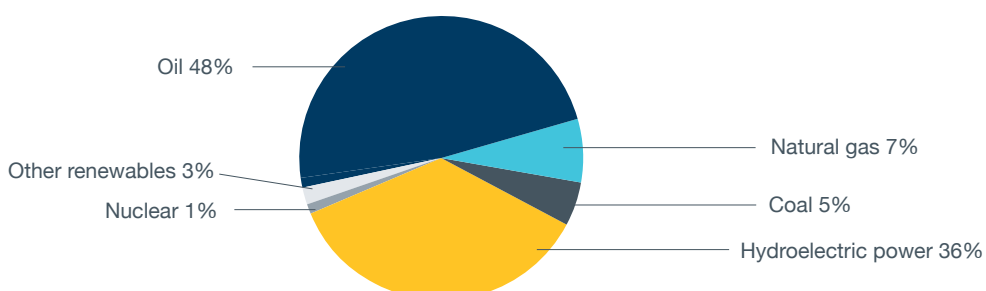
The surge in banking

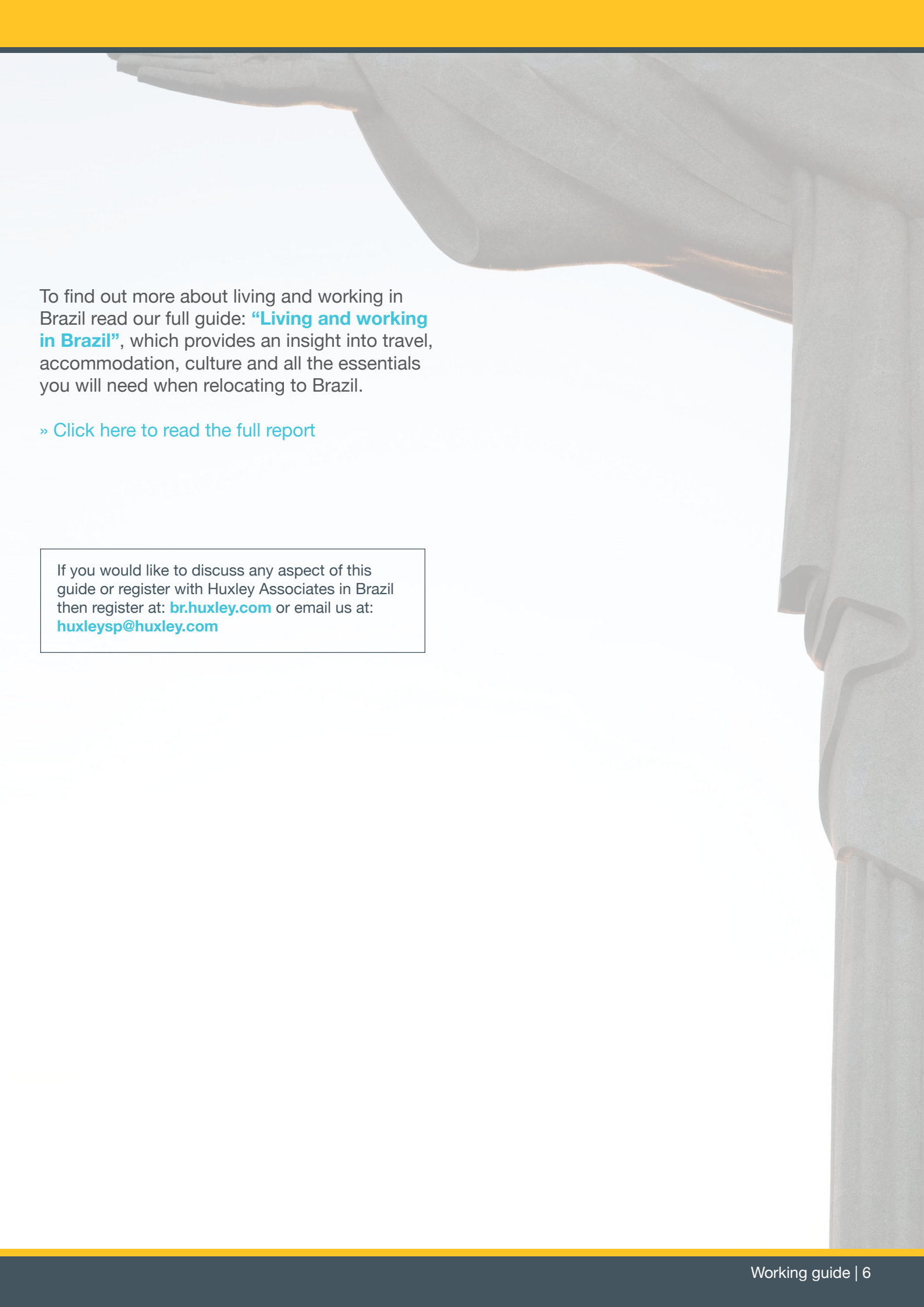
There has been a significant surge in banking activity across Latin America; record levels of mergers and acquisitions, a 20% increase in bond assurance and a 67% increase in equity assurance. All of this means banks across Latin America and Brazil in particular are short of top banking talent. And what’s more, the fact that speaking Portuguese is a prerequisite in this market, senior bankers who are fluent in Portuguese are able to be much more demanding with regards to salaries, benefits and bonuses.

The growing demand for investment bankers is having a huge impact on salaries, bonuses and benefits. Salaries for the most senior investment bankers are now twice that of those in China and 15% more than those in the United States.

Add to the fact that most international banks are expanding their operations into São Paulo and we have a banking industry where top talent commands a premium and demand is far outweighing supply.

Top energy consumption in Brazil





To find out more about living and working in Brazil read our full guide: **“Living and working in Brazil”**, which provides an insight into travel, accommodation, culture and all the essentials you will need when relocating to Brazil.

» [Click here to read the full report](#)

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