

## hot jobs

### Corporate super consultant, \$100k package

Our client is a specialist team offering a huge range of services, super, insurance, financial education and advisory sources. We are looking for a corporate super consultant for the Sydney market to develop more business through the company and their own contacts. **See QPL**

### Server specialist, CBD, \$90k

Great opportunity to join the banking sector. This role offers an intelligent, cohesive team environment with an emphasis on knowledge sharing and multi-tasking. Superior skills with Windows, print and file servers and EMC SAN will be highly valued. **See QPL**

### Operations & compliance manager/senior manager

This client's activity includes fund and asset management for listed and unlisted funds. The Hong Kong office seeks professionally-qualified applicants with experience in operations/compliance management within a financial services organisation. **See 1st Recruitment**

## career profile

### Donna James

#### Managing director, Local Child Care, 36

##### What does your job entail?

I run Local Child Care, a series of local, online child care directories. I am solely responsible for all sales, marketing, web design and development, as well as client visits and liaison.

##### How did you become involved in this industry and this company?

After having my three children I realised how hard it was to find child care. Early in 2006 a friend and I were discussing childcare options and we thought of a way to make it easier for parents. We started the website directory Local Child Care. In July 2007 the friend left and I have continued on my own.

##### What is the biggest challenge working in this industry?

My biggest challenge is finding enough hours in the day along with keeping up to date with current trends and issues and the requirements of parents and centres.

##### What is the greatest misconception of people working in this industry?

That if you have an online business there is no need for customer service, and that it is easy. Ninety-five per cent of my business is customer service focused for both parents and childcare centres, and nothing is ever as easy as it looks.

##### What skills and educational background does it take to work in this field?

Hard work, determination, great communication and computer skills and more hard work.

##### Which area of this industry is currently growing the most and why?

The area that is growing the most is the distribution of information - parents want to find out all they can and online is the ideal medium. The days of using the paper version of the yellow pages to find what you want are gone!

##### Where do see this industry going within the next 12 months?

Onwards and upwards, growing at a constant rate. I see Local Child Care having all of Sydney covered with local directories and being the number one place for parents to find detailed childcare information online. Parents will become more savvy, more aware and a lot more educated about the options available to them and their children and equipped to make choices confidently.

For more info, visit [www.localchildcare.com.au](http://www.localchildcare.com.au)

