Salesforce Quarterly Report: ANZ Q2 2026

Q2 Summary

"There was a noticeable shift this quarter in that when companies were hiring, they were eager to find people who had been tinkering with AI in their own time. This doesn't mean just looking for people with Agentforce experience, but looking for people who are exploring ways of using different AI tools in their workflow"



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As we close out the 2025/26 financial year in Australia, looking over the stats for the quarter is pretty depressing. Job adverts are down 12 % in Australia from Q1 to Q2 and down 23 % in New Zealand over the same period. When you dig deeper, looking at Q2 in 2025 compared to Q2 in 2026, the stats look even worse.

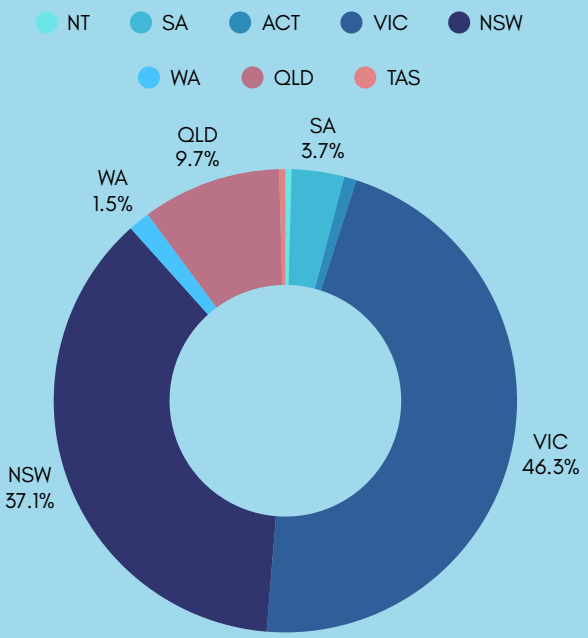
The market sentiment is pretty low and has been for a while, and although we would love to paint a much more positive outlook, it's hard to argue with the stats. This quarter, we did see a spike in contract requirements in the Salesforce engineering spaces, where we saw a lot of the contract work, but unlike in quarters gone by this demand wasn't coming from public sector and was actually driven by clients in the private space preferring to bolster their internal teams with contractors rather than hiring full-time headcount. We wish we didn't have to mention redundancies at all, but it's fair to say that there were a number of people impacted last quarter across the ANZ Salesforce market. We saw people affected within the Consulting space, as well as a handful that we heard of across End Customer businesses. We also saw some large projects coming to an end, which saw some candidates coming to the market after a long time.

There was a noticeable shift this quarter in that when companies were hiring, they were eager to find people who had been tinkering with AI in their own time. This doesn't mean just looking for people with Agentforce experience, but looking for people who are exploring ways of using different AI tools in their workflow. We're really encouraging people to explore this if they haven't already, so checking out a podcast we recently released with Leo Alves would be a good place to start. Even though job numbers have been trending down, there are still some incredibly difficult roles to fill in the market. This is a mixture of clients having high expectations, the pool of available talent still lacking quality in certain areas, or a greater expectation for days per week in the office. For a sprinkling of positivity, we will say that we are still hearing of some major pieces of work when we speak to some of our Consulting clients.

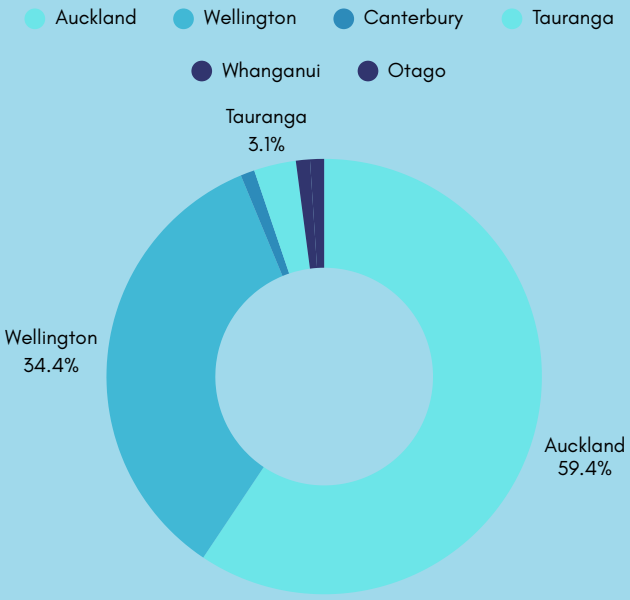
We have heard there are some big tenders out there and we've been supporting a client starting a Greenfield Salesforce implementation in VIC, committing to 5 years' worth of Salesforce licenses, so there are some positive signs and let's hope they continue. We move into financial year 2026-27 with hope and optimism, but we expect plenty of challenges along the way. If we can help you in any way, please don't hesitate to reach out.

Quick Facts: Salesforce Quarterly Report Q2 2026

Hires per state Australia



Hires per state New Zealand



Number of people who have changed jobs in ANZ Q2

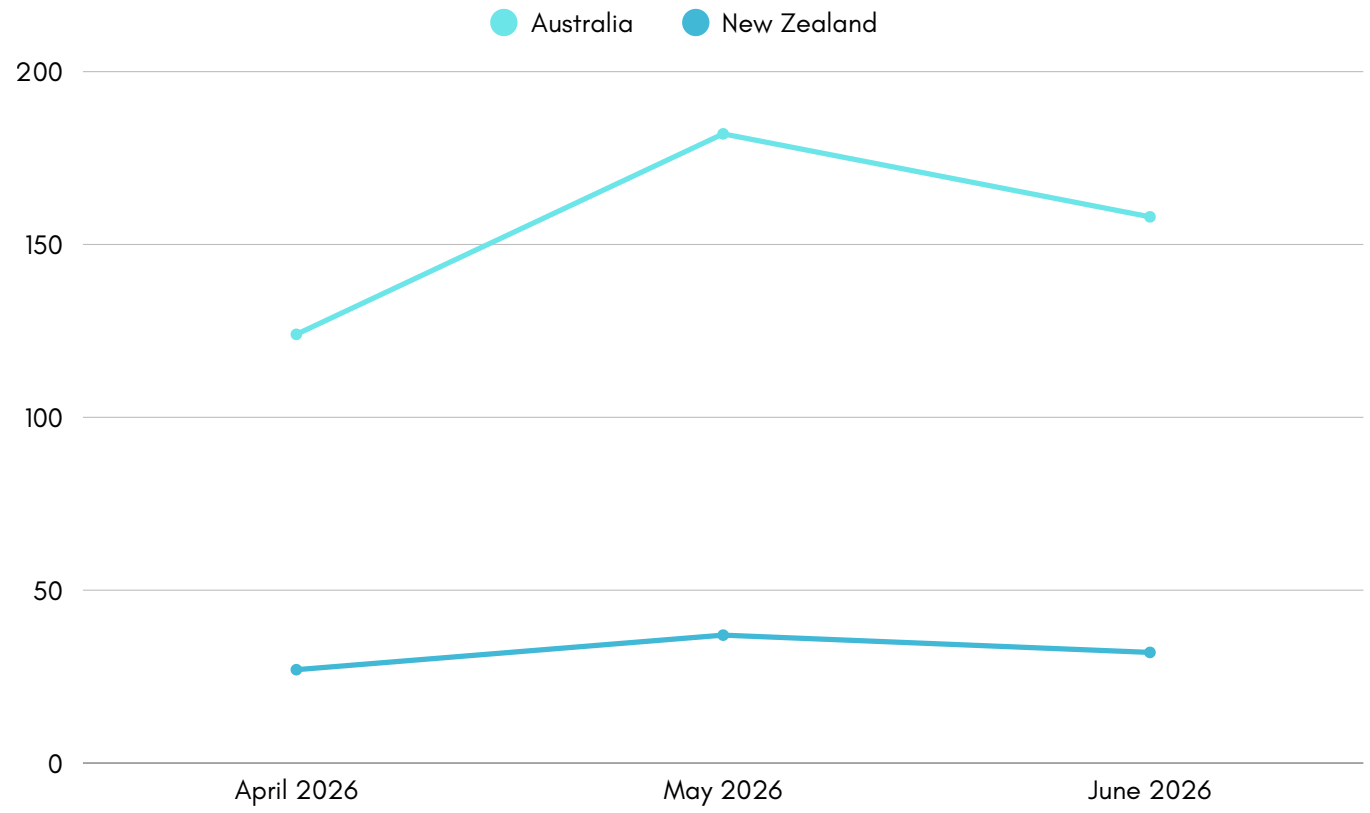
Country	Total	State	Number of people
Australia	464	VIC	215
		NSW	172
		QLD	45
		SA	17
		NT	2
		WA	7
		ACT	4
		TAS	2
New Zealand	96	Auckland	57
		Wellington	33
		Canterbury	1
		Tauranga	3
		Otago	1
		Whanganui	1

Quick Facts: Salesforce Quarterly Report Q2 2026

Number of people who have changed jobs in ANZ

Country	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026	% Change
Australia	380	418	495	421	510	464	-9%
New Zealand	51	69	94	58	72	96	+33%

Number of people who have changed jobs in ANZ on a monthly basis

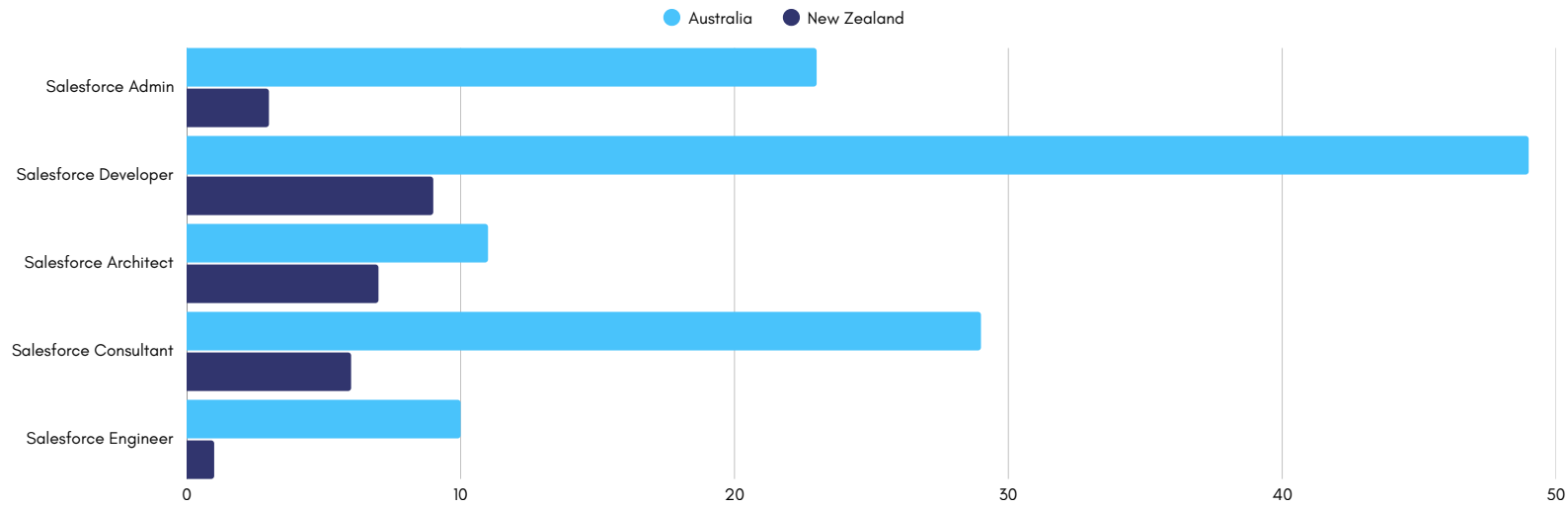


Data source: LinkedIn *Numbers quoted are based on new roles updated within LinkedIn profiles by Salesforce professionals*

ROVER *Numbers quoted are based on roles advertised which are specific to the Salesforce market*

Quick Facts: Salesforce Quarterly Report Q2 2026

Job titles in demand (largest number of new roles taken according to job title)



Active job board vacancies for Salesforce roles for the last 7 quarters

Country	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026	This quarter vs last quarter
Australia	746	1,015	1,492	1,343	853	774	749	660	-12%
New Zealand	96	118	142	222	118	111	133	103	-23%

To discuss this data or the current Salesforce market in relation to your own circumstances, feel free to reach out to Ben Duncombe at ben.duncombe@talent-hub.com.au or 0405 838965

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ROVER *Numbers quoted are based on roles advertised which are specific to the Salesforce market*

Quick Facts: Salesforce Quarterly Report Q2 2026

Active job board vacancies for Salesforce roles comparative quarter 2025 vs 2026

Country	No. of Salesforce job vacancies advertised Q2 2025	No. of Salesforce job vacancies advertised Q2 2026	Difference this year
Australia	1,343	660	-51%
New Zealand	222	103	-54%

Active job board vacancies rolling tally for Salesforce roles comparison 2025 vs 2026

Country	No. of Salesforce vacancies advertised FY 2025 (Q1-4)	No. of Salesforce vacancies advertised FY 2026 (Q1-2)	Difference
Australia	4,462	1,409	-68%
New Zealand	593	236	-60%

For a deep dive into these numbers, tune into our upcoming Talent Hub Talk podcast episode

YouTube Google Podcasts Spotify Apple Podcasts

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