**2019 INSTITUTE OF INTERIM MANAGEMENT PROVIDER SURVEY**

Each year the Institute of Interim Management (IIM) conducts and publishes it’s survey of the interim market. This year is the 10th of this authoritative Survey of the Interim market and its Service provider community. Around 2,500 interim managers complete the survey each year.

The following is a brief summary of some of the key points covered. There is a lot more in the survey around IR35, Interim Service Providers and advice on the approach an interim should take. I would encourage all those who express an interest, to read the full report

The full survey can be found at [www.iim.org.uk/survey](http://www.iim.org.uk/survey)

The highlights of the 2019 survey are as follows:

**AGE**

* Nearly 50% are in the 50-59 age group
* Approximately 25% are in the 40-49 age group
* This is in line with the mantra that interim’s have ‘been there and done it’. Younger interims tend to be in ‘younger’ industries e.g. digital marketing. You would rarely find them in e.g. manufacturing

**GENDER**

* Approximately 30% women and 70% men

**WORK LOCATION**

* London and the South East are dominant with approximately 75% of the market
* 16% work from home
* 12% work internationally

**SECTOR**

* 67% private
* 29% public
* 4% NFP and Charity

**INDUSTRY SECTOR**

* Finance no longer dominant and a much broader spread exists.
* Main ones are:
* Business/professional services
* FMCG/retail
* Healthcare/NHS/Pharma
* Technology/Telecoms
* Finance

**DAY RATES**

* The vast majority are paid on a day rate through their own limited companies (95%).
* Most (27%) are in the £600 - £799 range, though 12% earn over £1200 per day
* The average rate in the private sector is £858 and in the public sector it is £658
* On average, interims bill 150 days per year (bear in mind that many choose this career for lifestyle reasons and may not want to work all year)

**LENGTH OF ASSIGNMENTS**

* The average assignment length was 10.9 months
* The average gap between assignments was 3.2 months

**INTERIM SERVICE PROVIDERS**

* 80% of Interims work through providers at least some of the time
* Most assignments come from provider consultants they already know (critical to get known and build relationships with key providers)
* Average provider margin is 20%-25%. As they are usually excellent negotiators and know the market well, this does not necessarily mean that interims working through providers will take home less.