

The Russam GMS Interim Management

Snapshot Survey – December 2006

Russam GMS are pleased to present their Dec 2006 Snapshot Survey of the Interim Management Market.

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This electronic Survey was carried out between 22 December 2006 and 5 January 2007 following established processes. Over 6800 executives were emailed and 898 responded, 460 of whom were on assignment. This represents 51% compared with 50% at June 2006 and

1 Respondents analysed over Professional Disciplines

Respondents analysed over Professional Disciplines						
Disciplines	Dec-06	%	F/T	%	P/T	%
Finance	151	16%	74	23%	22	16%
General management	302	34%	94	29%	57	42%
HR	60	7%	24	7%	9	7%
IT	65	7%	33	10%	2	1%
Not specified	16	2%	2	1%	2	1%
Other	67	7%	21	6%	9	7%
Production/ and/or Engineering	61	7%	23	7%	7	5%
Purchasing and/or Distribution	60	7%	24	7%	5	4%
Sales and/or Marketing	116	13%	31	10%	23	17%
	898	100%	326	100%	136	100%

2 Interims on Assignment by Discipline

Interims on Assignment by Discipline				
	Dec-06	%	Jun-06	%
Finance	96	21%	111	19%
General management	151	33%	183	32%
HR	32	7%	44	8%
IT	35	8%	45	8%
Other	30	7%	53	9%
Production/ and/or Engineering	30	7%	32	6%
Purchasing and/or Distribution	29	6%	36	6%
Sales and/or Marketing	53	11%	69	12%
Total	456	100%	573	100%

3 Average Daily Rates

Average Daily Rates					
F/T		P/T		Overall	
Dec-06	Jun-06	Dec-06	Jun-06	Dec-06	Jun-06
555	555	567	530	558	548

4 Daily Rates by Discipline

Daily Rates by Discipline						
Discipline	F/T		P/T		All	
	Dec-06	Jun-06	Dec-06	Jun-06	Dec-06	Jun-06
Finance	582	551	577	593	581	561
General management	575	611	582	577	578	600
HR	523	537	515	447	521	510
IT	573	588	375	535	557	571
Not specified	700	642	500	350	600	585
Other	568	549	654	514	594	537
Production/ and/or Engineering	415	438	557	433	450	437
Purchasing and/or Distribution	546	480	592	383	554	471
Sales and/or Marketing	522	508	525	470	523	489

5 Daily Rates by Sector

Daily Rates by Sector						
Sector	F/T		P/T		All	
	Dec-06	Jun-06	Dec-06	Jun-06	Dec-06	Jun-06
Banking Financial & Insurance	637	613	675	658		624
Construction & Property	553	561	558	403		515
Engineering & Manufacturing	472	506	512	483		501
FMCG	529	493	555	418		469
IT (Hardware / software / training & services)	464	559	465	490		531
Leisure Entertainment & Hospitality	619	581	595	775		698
Not for Profit/Charities	449	391	410	425		408
Food	408	503	900	524		509
Not specified	0	613	800	480		551
Other	593	577	648	526		564
Professional services	597	475	542	518		490
Central Government	567	597	554	576		593
Local Government	520	455	545	400		443
Education	545	523	499	373		473
NHS	766	627	0	575		614
Pharmaceuticals	516	488	625	553		521
Retail	684	620	800	683		636
Supply chain	482	515	588	625		544
Telecoms	657	710	938	710		710
Utilities	517	825	380	658		741

6 Daily Rates by Region

Daily Rates by Region		
Region	Dec-06	Jun-06
South	555	554
Central	582	548
West	566	535
North	506	503
Overseas	629	642

7 Source of Assignments

Source of Assignments		
Through a Provider	%	
	Dec-06	Jun-06
Full-time	56	47
Part-time	19	17
Total	45	37

8 Source of Assignments by Discipline

Source of Assignments by Discipline		
Through a Provider	%	
	Dec-06	Jun-06
Finance	48	50
General management	37	31
HR	59	36
IT	63	41
Not specified	0	40
Other	48	47
Production/ and/or Engineering	50	25
Purchasing and/or Distribution	59	53
Sales and/or Marketing	30	24

9 Source of Assignments by Sector

Source of Assignments by Sector		
Through a Provider	%	
	Dec-07	Jun-06
Banking Financial & Insurance	47	41
Construction & Property	21	30
Engineering & Manufacturing	42	30
FMCG	44	37
IT (Hardware / software / training & services)	15	29
Leisure Entertainment & Hospitality	40	36
Not for Profit/Charities	54	54
Food	47	36
Other	35	35
Professional services	16	32
Central Government	71	57
Local Government	75	48
Education	67	44
NHS	70	44
Pharmaceuticals	56	33
Retail	71	38
Supply chain	31	31
Telecoms	50	45
Utilities	59	33

10 On Assignment by Sector

On Assignment by Sector				
			Jun-06	
		%		%
Banking Financial & Insurance	45	10%	49	9%
Construction & Property	28	6%	33	6%
Engineering & Manufacturing	72	16%	90	16%
FMCG	16	4%	19	3%
IT (Hardware / software / training & services)	20	4%	28	5%
Leisure Entertainment & Hospitality	9	2%	11	2%
Not for Profit/Charities	24	5%	28	5%
Food	15	3%	25	4%
Other	55	12%	74	13%
Professional services	25	5%	34	6%
Central Government	31	7%	44	8%
Local Government	20	4%	23	4%
Education	6	1%	9	2%
NHS	10	2%	16	3%
Pharmaceuticals	18	4%	12	2%
Retail	14	3%	24	4%
Supply chain	16	4%	17	3%
Telecoms	18	4%	20	3%
Utilities	17	4%	12	2%
	459	100%	568	100%

11 Age Range actually on Assignment

% in Age Range actually on Assignment		
	%	
Age Range	Dec-06	Jun-06
Late 20's & 30's	55	55
40's	55	53
50's	52	48
60's	38	47

12 Daily Rates by Age

Daily Rates by Age		
Age Range	Dec-06	Jun-06
Late 20's & 30's	513	469
40's	575	580
50's	560	542
60's	511	529
All ages	558	548

13 Interim Managers' Career Plans

Interim Managers' Career Plans		
	(% of all resp)	
	Dec-06	Jun-06
Would never take a permanent FT job	29	28
Would take a FT job if the offer were tempting	48	50
Would take a permanent PT job	20	20
Actively Seeking	8	9
Hoping Interim becomes Permanent	5	6
Happily move between	42	43

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