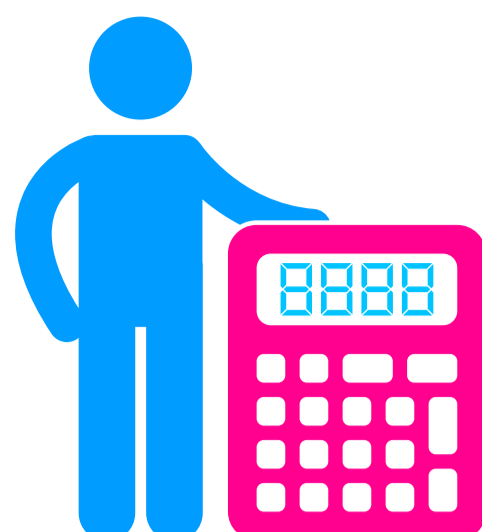


The Contractor Market Report

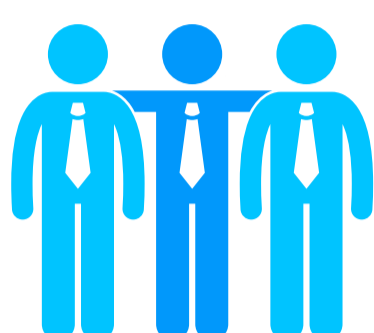
November 2018

Here we highlight the latest contractor market trends taken from **REC's latest Jobs Outlook Survey** that was carried out in November.

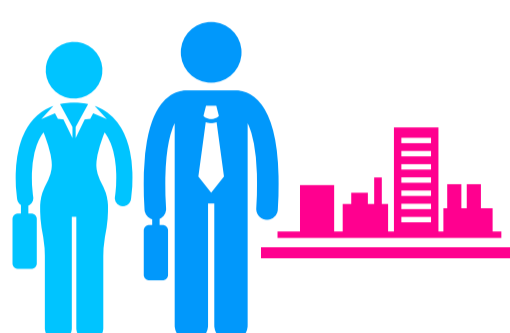


Agency worker demand

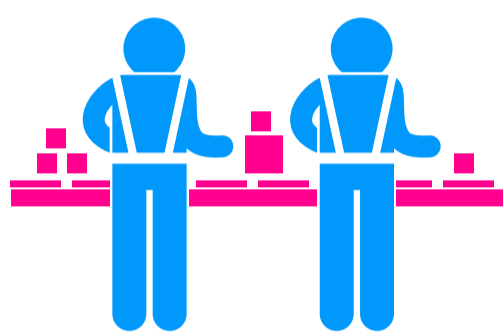
Over the next 3 months **83%** of end clients plan to **hold or increase** agency work numbers.



Over the next 4 - 12 months **78%** of end clients plan to **hold or increase** agency worker numbers.



Throughout November the two most important reasons for using agency staff was to help cover **leave or absences** as well as **peaks in demand**.



Medium sized businesses (50-249 employees) anticipate the biggest need for agency workers in the short-term.



Agency worker sector

The **four sectors** likely to see the **greatest demand** for agency staff over the **next 3 months** are...

Drivers



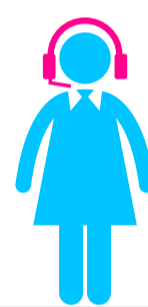
Legal & HR



Education



Executive Recruitment / Interim



The **sectors** likely to experience a **skills shortage** for agency staff are...

Drivers



Industrial



Marketing, Media & Creative



Recruitment agency trends

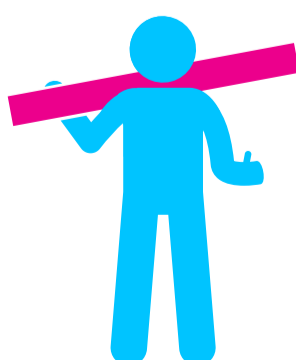
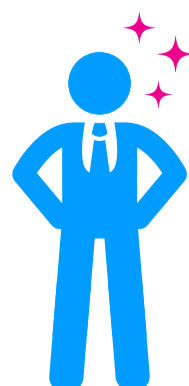
In November, the most popular recruitment channel used by temporary workers was **former employees & word of mouth** at **61%**. **Recruitment agencies / search firms** were also popular at **56%**.



77% of end clients are **satisfied with the service** provided by their recruitment agencies over the last 2 years.



80% of respondents cited an agency's **quality of service** to be the most important agency selection criterion. The **price/cost of workers (75%)** was also more important than **agency expertise in terms of regions and sectors covered (70%)**.



For more information on how PayStream can help call,
0161 929 6000
 newbusiness@paystream.co.uk www.paystream.co.uk

PayStream*