

The Contractor Market Report December 2018

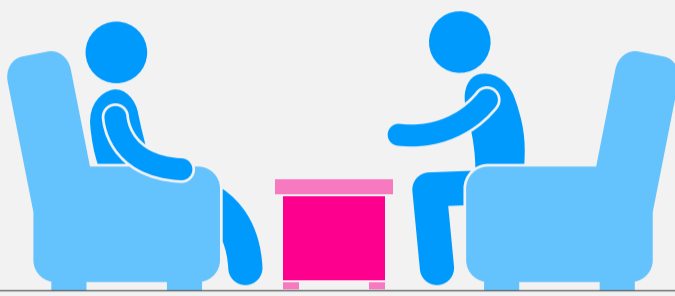
Here we highlight the latest contractor market trends taken from REC's latest Jobs Outlook Survey that was carried out in December.



Agency worker demand

Over the next 3 months **85%** of end clients plan to **hold or increase** agency worker numbers.

Over the next 4 - 12 months **80%** of end clients plan to **hold or increase** agency worker numbers.



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

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

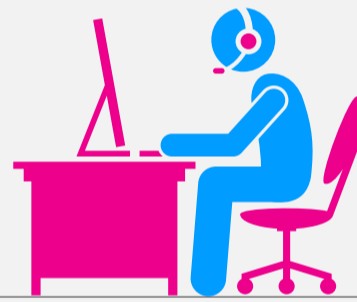


Agency worker sector

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

Engineering & Technical

Accounting & Financial Services

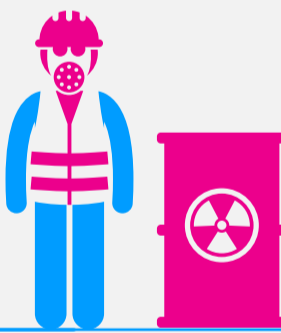
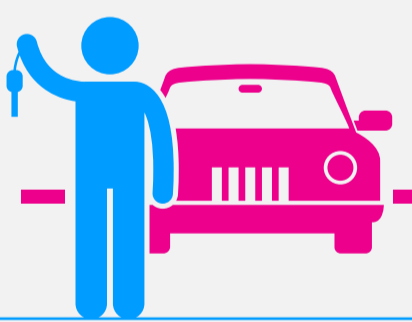


The **sectors** likely to experience a **skills shortage** for agency staff are...

Drivers

Industrial

Marketing, Media & Creative



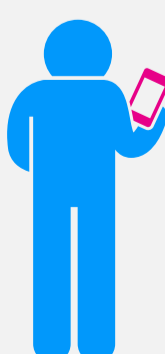
Recruitment agency trends

In December, the most popular recruitment channel used by temporary workers was **former employees & word of mouth** at **64%**. **Advertise on own website** was also popular at **59%**.

78% of end clients are **satisfied with the service** provided by their recruitment agencies over the last 2 years.



85% of respondents cited an agency's **quality of service** to be the most important agency selection criterion. The **price/cost of workers (75%)** was just as important to **agency expertise in terms of regions and sectors covered (75%)**.



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