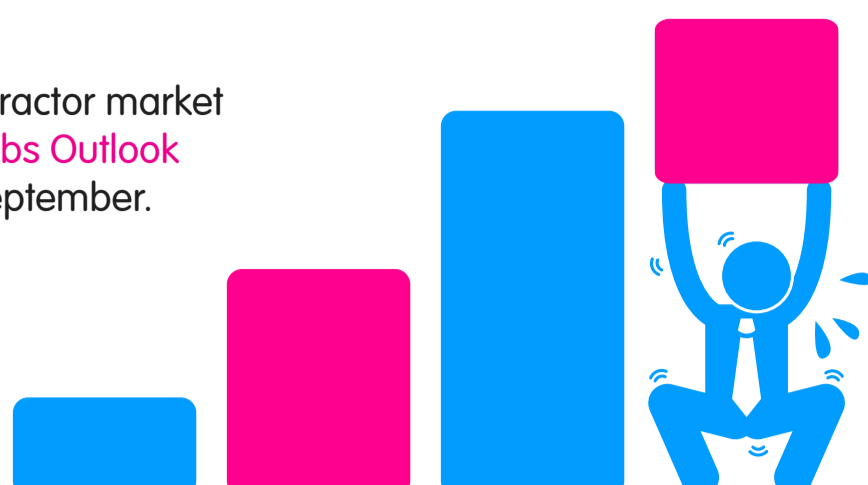


# The Contractor Market Report

## September 2018

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



### Agency worker demand

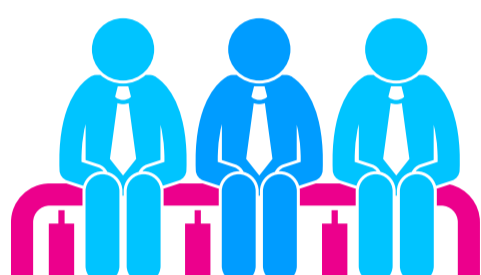
Over the next 3 months **85%** of end clients plan to **hold or increase** agency work numbers.

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



Throughout September the two most important reasons for using agency staff was to help cover **peaks in demand** as well as deal with **fast-changing organisational requirements**.

**Micro and small businesses** 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...

Education

Executive recruitment / Interim

Industrial

Accounting & Financial services

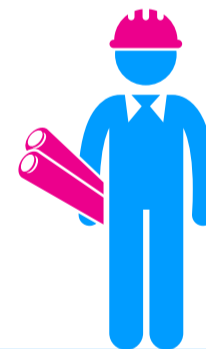


The **sectors** likely to experience a **skills shortage** for agency staff are...

Marketing, Media & Creative

Drivers

Construction



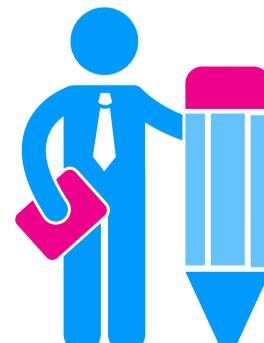
### Recruitment agency trends

In September, **recruitment agencies / search firms** were the most popular recruitment channels at **59%**, followed closely by **former employees & asking around** at **56%**. **Advertise on own website** follows behind at **49%**.

**74%** of end clients are **satisfied with the service** provided by their recruitment agencies over the last 2 years.



**78%** of respondents cited an agency's **quality of service** to be the most important agency selection criterion. The **price/cost of workers** (**75%**) were also more important than **agency expertise in terms of regions and sectors covered** (**71%**).



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