

Industry News

Ludwig Heuse GmbH Survey: German Interim Management Market Continues To Increase

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Location: Germany, Global Round Up

The recent survey of Ludwig Heuse GmbH survey indicates a remarkable 42% increase compared to last year. In fact, over the last three years demand has been constantly increasing – in parallel to the general economic growth – placing many experienced Interim Managers in the luxurious position of very often being able to select between multiple equally attractive job offers. The number of executed projects per Interim Manager stayed stable at 1.74, as did the average project length of 6.45 months.

The interim management business climate prognosis for 2008 remains cautiously optimistic, expecting the demand for IM to continue to increase. The IM market continues to professionalise, which is reflected in the fact that 33% of IM projects in Germany prefer to use IM providers versus other means of recruitment.

Interim projects bridge management shortages as there is less demand for restructuring experts. The German market for management professionals is tight as highly qualified people are difficult to come by. Therefore, companies are increasingly turning to IM to cover urgent HR needs. Both, "additional demand" and "bridging vacancies" combined, increased by 7% between 2005 and 2007, while "crisis/restructuring" as a reason for hiring an IM has declined by 24% during the same time period. The demand for finance experts has also declined by 30% between 2005 and 2007.

Daily rates vary, taking into consideration the industry, company size and demand situation that is required. Clearly the highest Interim Management fees are paid in the energy and basic materials industries. Interestingly enough medium sized companies (201-300 employees) pay the highest IM rates, smaller companies the lowest and large companies pay in between. For further information about the study, visit [Ludwig Heuse GmbH's website](#).