Study on Interim Management in Spain 2017

ASOCIACIÓN INTERIM MANAGEMENT ESPAÑA
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50% of Interims are located in the metropolitan areas of Madrid and Barcelona

- 84% Male
- 16% Female

- 50% between 46 and 60 years of age
- 96% hold a university degree
- 73% have a postgraduate education
- 83% have no specific training in IM
- 97% speak English at a professional level

- 81% will keep on providing IM services in the next 12 months
- 83% admit it could be interesting to receive a specific training
- 79% are satisfied with IM activity

- 71% anticipate market growth in the next 12 months

- 60% see IM as an entrepreneurial project
- 40% see IM as an employment alternative

- 85% are freelance or partner in a commercial company
- 88% have less than 10 years as an IM
- 2/3 have less than 5 years as an IM

- 70% find it difficult to promote their services, either for lack of time or for lack of knowledge of IM among companies.

Information Sources:
Interim Management Association of Spain (Survey through Linkedin)
What kind of assignments does an interim manager?

Types of Assignment:

- 54.3% Restructuring
- 20.3% Development of new products/markets
- 14.6% Setup of a new department
- 7.3% Temporary replacement of an executive
- 3% Consolidating a start-up business

84% of assignments are inland.

Sector in which IM operates:
- 50% Manufacturing sector
- 50% Services sector

International destinations:
- Europe
- Latin America

Size of companies hiring IM:

- 39.6% Small enterprise (<50 employees)
- 36% Medium enterprise (50-250 employees)
- 24.4% Corporation (>250 employees)

IMs get their assignments without the intermediation of a provider: 71%

Most common roles hired as IM:
- 23.2% CEO
- 20.1% CFO
- 11% COO
- 9.1% CCO

Average duration:
- 13 months
- 95% of assignment is for less than 24 months
- 62% Part-time assignments
- 38% Full-time

Information Sources:
Interim Management Association of Spain (Survey through Linkedin)
What are the fees of an INTERIM MANAGER?

Average fee of an IM: 324€
- (29%) Over 500€/day
- (16%) Over 700€/day

85% negotiate their fees on a monthly basis.

Highest-paid IM live in Madrid and Barcelona: 5% above average

- CEO roles go up to 409€/day (8.589€ in 21 days) +26% above average
- International assignments go up to 455€/day average (9.555€ in 21 days) +40% average

56% on a fixed cost configuration

For 21 days: 6.804€

Information Sources:
Interim Management Association of Spain (Survey through LinkedIn)