

Why use an interim Account Manager?

As organisations have become streamlined, they no longer have available the management resources and expertise to deal with unforeseen or exceptional circumstances.

Advantages of using an interim Account Manager:

- speed of recruitment
- prevents other management being diverted
- breathing space to make a well-considered permanent appointment
- reduce the risk of making an expensive hiring mistake
- resourcing is for a fixed period, at a fixed cost.

How long does a typical assignment last?

A typical assignment might last three to six months.

Costs

Initially, using an interim Account Manager may appear to be an expensive option.

It is hard to compare the daily fees of an interim Account Manager with the equivalent daily cost of a full time employee. Organisations do not have to pay the following costs associated with hiring permanent employees:

- recruitment fees
- National Insurance contributions
- pension contributions
- company car, private health insurance, etc
- holiday pay (depending on the applicability of Working Time Regulations)
- sick pay
- severance pay
- training and development opportunities.

Taking all additional costs into the equation, an interim Account Manager often costs no more than a new permanent employee. Furthermore, as a high-calibre executive, an interim Account Manager represents good value for money and represents a cost-effective solution to resource problems.