



How to find new contracts

**Accountants
Experts for Experts**



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How to contact us



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About



Contracting is an excellent way to enhance your professional skills and experience, in addition to giving yourself more control and flexibility in your career. However contracting is quite a competitive industry and finding contracts can be tedious. This guide will help you make the process of finding contract roles easier.

In this guide, we will go into detail on the two ways by which successful contractors find roles - recruitment agencies and end-clients. At the end of this guide we will also show you a few useful online tools to get you started in finding your next role.

We trust this guide will help ease your mind in your search for a role, and lead you down the path of successfully securing your first, or next, contract role.

If you have any questions about contracting, whether you are a first time contractor or have been contracting for a while, contact us on 0808 2718131.



Finding contracts via recruitment agencies

If you have ever done a job search, you probably have experience working with recruiters. If not, they are one of the best helping hands you could have to get you a contract. They will work tirelessly on your behalf to find you a role that meets your requirements, and will even liaise with end-clients and set up interviews on your behalf.

Here are some key things to remember in order to maximise your chances of obtaining a contract role through a recruitment agency:

Top Tips:

- Register with multiple agencies (around 3 to 5) and specify you are open to or are specifically looking for a contract role.
- Choose agencies that specialise in recruitment for your field, i.e. IT recruiters, finance recruiters, etc.
- Establish your desired rate of pay early on. This will prevent you settling for less pay than you are worth.
- Be proactive - chase up your applications by either calling your recruiters or, if you have interviewed with a potential client, sending a polite thank-you email.

Helpful resource:



REC, the Recruitment and Employment Confederation, has an easy to follow guide for jobseekers looking for a recruitment agency.

You can see their guide [here](#), and also search their database of agencies to find one that works for you.





Finding contracts directly through end-clients



Finding contracts directly through end clients can be daunting, but it allows you to be more selective with the roles you choose. Networking is a key part of applying for a role directly through an end-client, and as you gain more experience in the contracting industry, you will naturally build up a professional network of clients and colleagues that you can potentially find contract opportunities from in the future.

Top Tip:

- Recruiters and end clients usually hire for quick or immediate starts. Contracting is fast-paced, so it's best to be available as quickly as possible to start a contract role.
- You should be competitive and make an effort to stand out with an exceptional CV. Contact us to get our guide on how to write a winning contractor CV.

Did you know that LinkedIn is a great way to find contract work?

Optimising your LinkedIn profile will help you land a contract role by making yourself more visible to potential clients and recruiters.

Follow our LinkedIn page for more helpful tips and advice.





Helpful tools for finding contracts



Here are some of the best online tools to help you find your own contract opportunities.

Contract Recruit - for IT contractors

ContractRecruit is an online job board specialising in IT contracts. Check out their website and various job searching tools here.



CWJobs - the tech hub of contracts

CWJobs specialises in IT recruitment, but also posts roles in other tech-related fields such as digital marketing, animation, media, mobile, social media, telecoms, etc. Visit their website here.



JobServe - the jobsite for every contractor

JobServe is a diverse jobsite which offers something for contractors in every industry and sector. Most roles are advertised by recruitment agencies, so this site is a great way to connect with recruiters as well as find a job opportunities. Explore their website here.



CV Library - for all industries and sectors

CV Library is not just for permanent roles - the site, which is one of the most used jobsites in the UK - advertises around 20,000 contract based roles. Whether you are an IT worker or a marketer, or looking for a private or public sector role, CV Library has options for you.





Your payroll options

When you have a meeting with a recruiter or the end-client about a role, you will find out whether you will be on the agency's payroll or if you will have to source your own way of getting paid.

In this case, the two options you have are to either set up your own limited company, or join an umbrella company. One of these options will likely be better for you than the other depending on your working circumstances.

Informing yourself of your options ahead of time is a good idea so you can be prepared to start your role straight away.

The following will help you learn more about your payroll options:

Limited company	Umbrella company
<ul style="list-style-type: none">■ You are the director shareholder of your own company■ The most tax-efficient option (if outside IR35)■ Claim back business expenses (if outside IR35)■ Limited financial liability■ Greater security and control over finances■ Potential for future growth■ Ideal for high-rate and long-term contracts (3 months or more)■ Accountancy costs vary between £100 to £200 per month	<ul style="list-style-type: none">■ Very little administration■ Fast set up■ Payroll, tax payments and National Insurance deductions are handled by the umbrella■ Easy to leave and move back to permanent employment■ Ideal for public sector contracts■ Ideal for first-time contractors■ More beneficial for lower-rate and short term contracts■ Umbrella margins vary between £60 to £100 per month

When the time comes, we can give you all the information you need to decide how you wish to get paid.



Contact us

Want more information? Contact us today.

If you want more information about how we can help you whilst you are contracting, feel free to contact us. Even if you wish to wait until your role is secured before you think about a payroll service, it's good to know the options available to you.



Why not try our take home pay calculator to see how much more take home pay you could have through a limited company or umbrella company?

Try our calculator



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"I decided to switch from permanent employment to contracting about 3 years ago, and Churchill Knight helped me set up my limited [company] business at the time when I was abroad and on my way back to UK. They helped me to set up my business account as well and all for free... What was very brave decision at the time, with great help and advice from Churchill Knight, became the best one in my professional career."

Daniel Marciniak



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