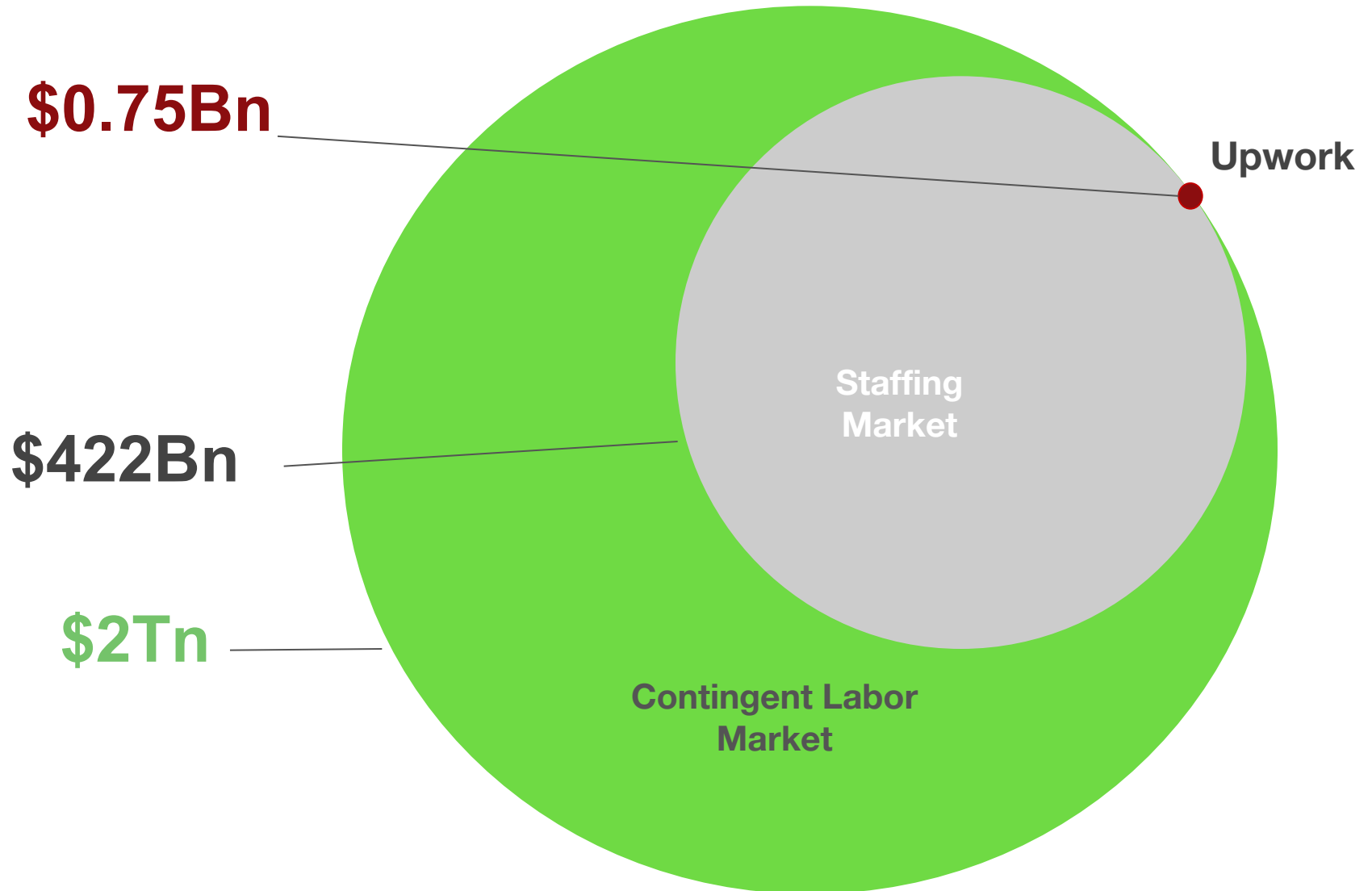


Freelance in Ukraine: global trend or Ukrainian phenomenon?

Katerina Bozhkova
Country Manager Ukraine

AN OPPORTUNITY FOR GREATNESS



UPWORK IN NUMBERS

10M

REGISTERED
FREELANCERS

\$1B

WORTH OF
WORK DONE
ANNUALLY

3M

JOBS POSTED
ANNUALLY

4M

REGISTERED
CLIENTS

CONNECTING BUSINESSES WITH
TALENT FASTER THAN EVER



 Search freelancers

BROWSE

HOW IT WORKS



SIGN UP



LOGIN

[Become a Freelancer](#)

Where will great work take you?

Find freelancers to tackle any job, any size, any time

[Get Started](#)

4TH MARKET LARGEST GLOBALLY

1. India
2. United States
3. Philippines
4. **Ukraine**
5. Pakistan
6. Russia
7. Bangladesh
8. United Kingdom
9. Canada
10. China

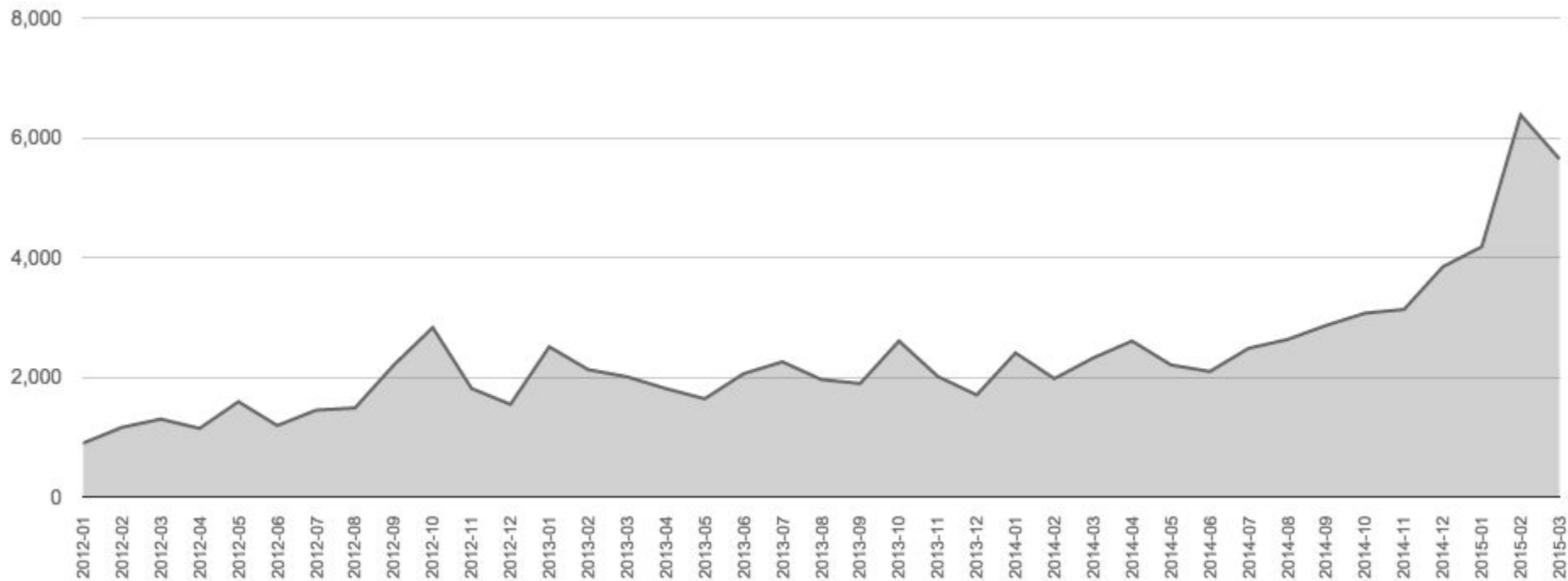
\$61M

in freelancer
earnings
(2014)

Freelancer Registrations

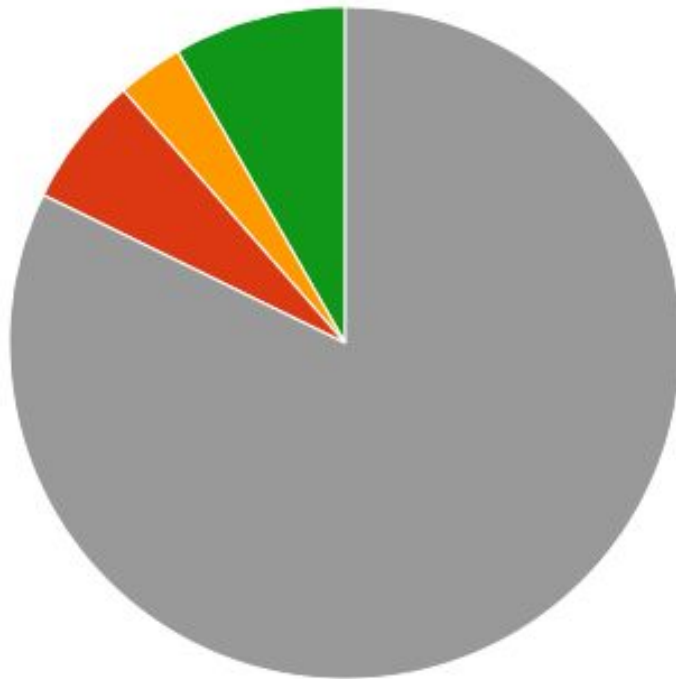
123,000 registered
freelancers in total





16,000 registered in Q1'15



Earnings Per Category

Web, Mobile & Software Dev takes the biggest piece of the pie with 82.3% of earnings



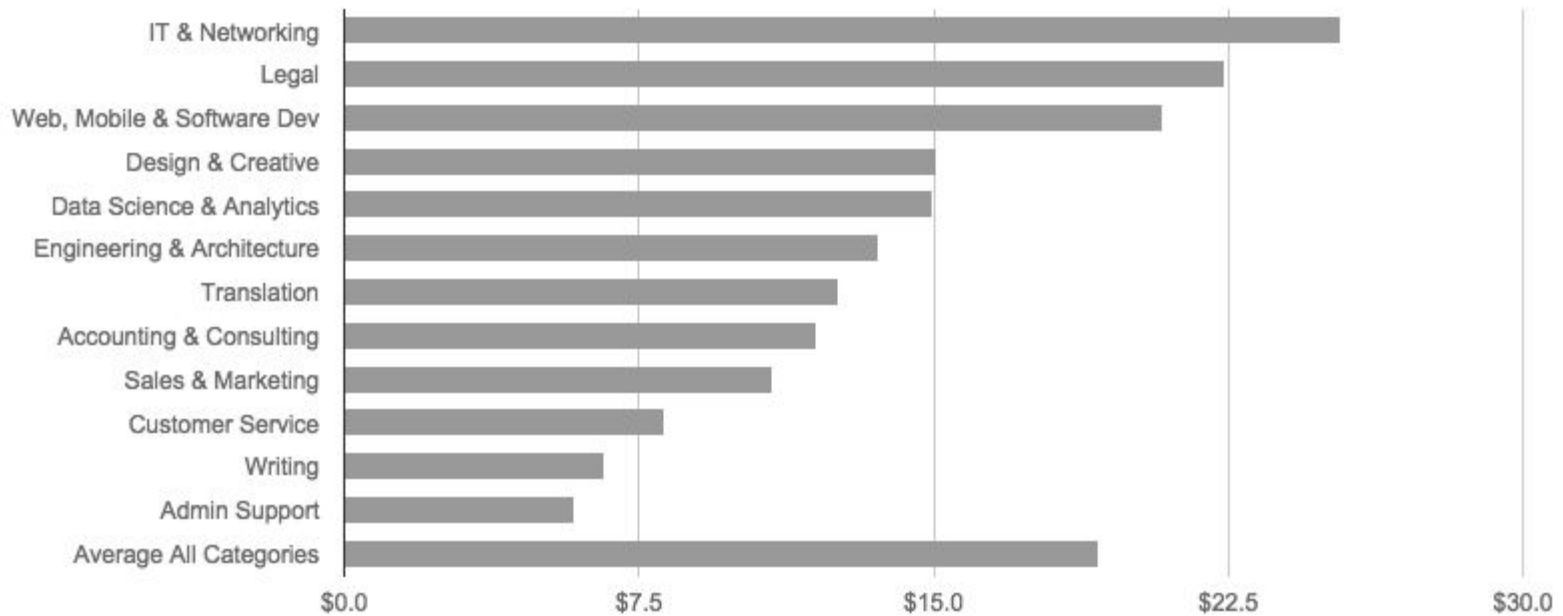
	Web, Mobile & Software	82.3%
	Design & Creative	6.3%
	IT & Networking	3.2%
	Other Categories:	8.3%

Engineering & Architecture
Sales & Marketing
Accounting & Consulting
Writing
Translation
Customer Service
Data Science & Analytics
Legal

Average Hourly Rates

\$19.2 avg hourly rate

+15% higher hourly rates for
top rated freelancers





Freelancer earnings formalization

- **CURRENCY CONTROL**
- **DOCUMENTS**
- **TAXES**

Getting Paid in Ukraine: Setting Up Wire Transfer as a Private Entrepreneur

[Hiring Headquarters Home](#) > [For Freelancers](#) > [Getting Paid in Ukraine: Setting Up Wire Transfer as a Private Entrepreneur](#)



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WHAT CLIENTS SHOULD KNOW TO HAVE THE BEST FREELANCERS

Age range: 25 - 35

Skills: web and mobile development (PHP, JavaScript, HTML5, Android and iOS)




English proficiency (upper-intermediate or advanced level of English)

Top three values/motivation factors to choose freelance:

Flexibility	Freedom to choose projects	Earnings
-------------	----------------------------	----------

Average number of hours worked per week: 32



Average hourly rates: USD 20-30
Average hourly rates of 1% of top-rated freelance developers: USD 50-70

Client geography:

Top Ukrainian freelancers are in demand by clients from all over the world, including the US, the UK, Australia, Canada, UAE and other countries.



FREELANCER CAREER EVOLUTION



Upwork pro™

TOP RATED



RISING TALENT



Upwork tip for you: talentUA16

To redeem the code :

- 1) Create an account on Upwork.com
- 2) Go to Upgrade membership (after submitting your profile for review or by going to Settings > Memberships & Connects > Edit my membership)
- 3) Enter a payment method
- 4) Enter the coupon code

Plus membership will take effect immediately

Katerina Bozhkova
Country Manager Ukraine

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Skype: katerina.bozhkova



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