



# Big Jump

## Are you ready to jump?

You might not say it out loud, but the question still swirls around in your head as you sit by the open door of the plane, 4,000 metres up, waiting for your first parachute jump. Are you ready? It is a decision that only you can take. You can prepare – both practically and mentally – but trying something completely new takes courage.

If you are thinking about making the move from permanent employment to life as a freelance IT consultant, this booklet will help you prepare. We are convinced that the best advice you can get will come from the people who have taken this big step themselves – people who, like you, have sat with their legs dangling over the edge, wondering if they are ready to jump.

That is why we have asked two 7N consultants to share the stories of their professional leap into uncertainty. One thing they all have in common is that they have no regrets. Most of them have had both positive and negative experiences. And they are completely honest about what it takes to be a freelance consultant.

At 7N we are honest about the conditions that we offer our freelance consultants. If you are the best in your field and have the personal skills necessary

to engage with our clients, we would love to have you on our team. But we would not dream of tempting you onboard under false pretences. We have created a successful business based on the simple maxim that openness and honesty create the longest-lasting business relationships – with clients and consultants.

If you get inspired by the personal stories and you are ready to take the big step, then we are keen to hear from you. At the end of this booklet, you will find a list of our conditions, and the reasons why freelance consultants choose to work with us.

As of 2023, 1,600+ of the most skilled freelance consultants in 20 countries have chosen us as their Agent. If you would like to be next, we look forward to welcoming you, when you are ready.

A handwritten signature in white ink, appearing to read 'Jeppe Hedaa'.

**Jeppe Hedaa**  
Chairman at 7N

# Finally some flexible working hours

## Maciej Misztal Freelance IT Consultant

Working 16-18 hours a day, Maciej came to realize how brutal his former job was. Going freelance has proven a perfect fit for a more flexible lifestyle – leaving him time and energy to pick up his children from kindergarten.

*My former job pushed me to work insane hours. Even nights. I realized that I was tearing myself up, so it was not really a question of staying or leaving. I was motivated to quit and go freelance – Maciej explains.*

Maciej says that, when you work as a freelance IT consultant, the customer knows you are very good at what you do, and they respect you. As long as you deliver what is expected, they do not place strict constraints on your working hours. For example, you can work four hours, have a break and do something else, and then return later that day and work four hours more on the client's project. This flexibility means that Maciej can pick up his children from kindergarten without being exhausted.

*Of course, the freelance lifestyle has some drawbacks. If you fall ill, there is no sick leave. You have to think about your tax returns and your pension. But I hired a bookkeeper to handle all that, so I do not have to worry about it anymore.*

### Never stop learning

To be a successful freelancer, Maciej recommends that you never stop learning. According to him, you should be driven to keep up to date and to never stop challenging yourself. You need to be inquisitive, curious and eager to discover new ways of working and seeing the bigger picture.

*I am a total nerd. I will happily stay up coding to 2 AM in the morning, chatting with other nerds. I have joined technology-focused communities on Facebook for example which I use if I have a challenging problem to solve. I like solving challenges and I like learning.*

### Maciej's big step

After being used to work inhumane hours in his former job, Maciej was contacted by 7N's Head of Recruitment in Poland and gained a very good picture of what 7N could offer.

*7N is extremely good at negotiating contracts with clients. Their business model is transparent. I know what the 25 percent handling fee is used for: offices, events and so on. From my perspective, profit is not the first priority for 7N when working with us freelancers.*

About Maciej Misztal

**Has worked in IT since:**  
2009

**With 7N since:**  
2014

*7N is extremely good at negotiating contracts with clients. Their business model is transparent. I know what the 25 percent handling fee is used for: offices, events and so on. From my perspective, profit is not the first priority for 7N when working with us freelancers.*

*I usually say that you should always try to surround yourself with people who are smarter than you. If you are the smartest person in the room, you need to think about leaving.*

Besides the flexibility, Maciej recommends joining 7N because of the relationship you create with your personal 7N Agent.

*The 7N Agent is not just a manager who oversees your career. He or she is our caretaker and listens to what we have to say. Each Agent knows all his or her consultants, cares about them and is eager to know how their projects are running. I think this is very unique.*

#### Excels in:

- .NET Development
- Cloud Based Applications
- CI/CD, Automation
- Software Architecture
- Cloud architecture

# See yourself as a product

## Kashaf Hussain Freelance IT Consultant

Taking ownership of his own career has always seemed natural to Kashaf. Progressing in his former jobs and choosing the right certifications to stay competitive were important components of Kashaf's path into freelance IT consulting.

*One thing I knew before becoming a freelancer was that you have to be good with other people; you need to be able to meet new people and network. But, to succeed as a freelancer, you also need to be better than others – Kashaf begins.*

According to Kashaf, it is important to stand out and be among the best in your area of expertise.

*You have to look at yourself as a product. How attractive are you to potential customers? Do you have the right skills? Do you stand out? The clients you will potentially work for will not have time to get to know you. They will just screen you, and if you do not have the right skills, they will not hire you. Build up your resume and your profile well in advance of becoming a freelance IT consultant.*

### Career ladder vs. freelance flexibility

Freelancing is not for everyone. In Kashaf's view, it is not only about being the best in your field. You also need to have interpersonal skills.

*As a freelancer, you are your own boss. You are responsible for your own career, since there is no*

*career hierarchy planned for you, and you do not step up from one position to the next. You are in charge of the assignments you take on and how these assignments boost your professional profile – Kashaf says.*

### Kashaf's big step

Despite having a good career at a large Nordic bank, Kashaf decided it was time to do something else. Motivated by working on some of the most complex projects for top clients, he started researching and contacted three to four consultancies before joining 7N.

*7N's approach and enrolment procedure was very professional. I attended a group interview with several 7N Agents which demonstrated their professionalism. Soon after 7N offered me my first assignment. For me, it was easy to make the decision to join 7N. They called me with better projects for better clients, and a better rate than their competitors.*

About Kashaf Hussain

**Has worked in IT since:**  
2003

**With 7N since:**  
2015

*Before going freelance, you have to ask yourself if you want a stable career in a company where you can see the potential promotion roadmap, or if you want to work as a freelance consultant, with all the flexibility that entails.*

#### Excels in:

- IPMA A Certified Program Manager
- Project Management / Program Management / Portfolio Management / People Management

# Why freelance consultants choose 7N

As a freelancer, you can choose to be individual, sell your expertise to whomever you wish and keep the entire fee to yourself. If you are not only a skilled IT consultant, but also a good networker with the ability to sell yourself and negotiate contracts, the independent solution is certainly the best option for you.

If you are happier being part of a large network of clients and other talented freelance IT consultants, 7N could be the place for you. We collaborate with the largest companies regarding the most challenging assignments, and with the very best IT consultants in the field.

Most freelance consultants choose to work with consultancies that can offer specific assignments and projects for a wider range of clients. 7N is one of the largest consultancies in the Danish market, but far from the only one. That is why we always recommend consultants who are looking to work with us to check out the conditions offered by other consultancies before signing up with us. We want to be chosen based on informed decisions.

When you work as an IT consultant at 7N, you get a personal agent from the very start. We are dedicated to matching you with the most exciting projects in your field of expertise, continuously helping you develop your skills, and making you part of a community of extraordinary people.

Explore how you can unleash your potential as a 7N consultant.

[Learn more](#)

## The 7N Agent

As a consultant at 7N you are not on your own. We differ from other consultancies by offering all consultants a personal agent, who cares about you, and understands your skills and career goals. The 7N agents maintain personal contact with all our consultants, and you will notice that they do not view you as simply a number on a payroll, or a commodity to sell.

When we ask our consultants why they choose to work with us, they typically mention one or more of the following:

**7N makes sure** I always have attractive and challenging assignments that match my skills and ambitions.

**7N gives access** to a large network of IT specialists.

**7N equals quality.** They do not take on just anybody. You go through careful selection with regards to performance and personal qualities.

**7N has no competition clauses.** You are free to work for others as well.

**7N has a good freelance consultant environment** with lots of professional and social events.

**7N hosts workshops and meet-ups** with accountants, pension advisors and business professionals to get you started as a freelancer.