

Commercial Sales and Service Compensation Survey



Part of the WMG SalesSurveySuite™

2010 Edition: Breakout Within Job Report

Report ID = Breakout Within Job Report

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REPRESENTS: Employee Weighted Average

10110 FIELD SALES REPRESENTATIVE - ENTRY

	PREVIOUS SALES YEAR					CURRENT SALES YEAR					TOTAL SAMPLE SIZE			
	Actual Base Pay	Actual Sales Incentive	Actual Base + Sales Incentive	Target Base + Sales Incentive	Actual Non-Sales Incentive	Actual Total Earned	Base Pay as of 1 Apr 2010	Target Sales Incentive	Target Base + Sales Incentive	Target Non-Sales Incentive	Targeted Total Earned	No. of Employees	No. of Companies	Relative Index
Revenue Level														
< \$25M	\$49,000	\$38,619	\$86,806	\$88,429	\$2,450	\$89,256	\$51,450	\$41,069	\$92,519	\$1,600	\$94,119	71	17	91.5%
\$25M-\$100M	\$71,681	\$57,800	\$129,581	\$131,088	\$2,500	\$132,081	\$74,181	\$60,300	\$134,481	\$1,600	\$136,081	94	13	103.1%
\$100M - \$1B	\$88,200	\$58,012	\$140,089	\$141,467	\$2,731	\$142,820	\$90,931	\$60,743	\$151,674	\$1,600	\$153,274	55	12	111.6%
> \$1B	\$49,000	\$38,619	\$86,806	\$88,429	\$2,450	\$89,256	\$51,450	\$41,069	\$92,519	\$1,600	\$94,119	71	17	91.5%
Region														
Mid-Atlantic	\$71,681	\$57,800	\$129,581	\$131,088	\$2,500	\$132,081	\$74,181	\$60,300	\$134,481	\$1,600	\$136,081	94	13	103.1%
Northeast	\$88,200	\$58,012	\$140,089	\$141,467	\$2,731	\$142,820	\$90,931	\$60,743	\$151,674	\$1,600	\$153,274	55	12	111.6%
Western	\$49,000	\$38,619	\$86,806	\$88,429	\$2,450	\$89,256	\$51,450	\$41,069	\$92,519	\$1,600	\$94,119	71	17	91.5%
Southern	\$71,681	\$57,800	\$129,581	\$131,088	\$2,500	\$132,081	\$74,181	\$60,300	\$134,481	\$1,600	\$136,081	94	13	103.1%
Product Code														
AU	\$49,000	\$38,619	\$86,806	\$88,429	\$2,450	\$89,256	\$51,450	\$41,069	\$92,519	\$1,600	\$94,119	71	17	91.5%
BC	\$71,681	\$57,800	\$129,581	\$131,088	\$2,500	\$132,081	\$74,181	\$60,300	\$134,481	\$1,600	\$136,081	94	13	103.1%
BU	\$88,200	\$58,012	\$140,089	\$141,467	\$2,731	\$142,820	\$90,931	\$60,743	\$151,674	\$1,600	\$153,274	55	12	111.6%
CH	\$49,000	\$38,619	\$86,806	\$88,429	\$2,450	\$89,256	\$51,450	\$41,069	\$92,519	\$1,600	\$94,119	71	17	91.5%
CL	\$71,681	\$57,800	\$129,581	\$131,088	\$2,500	\$132,081	\$74,181	\$60,300	\$134,481	\$1,600	\$136,081	94	13	103.1%
FE	\$88,200	\$58,012	\$140,089	\$141,467	\$2,731	\$142,820	\$90,931	\$60,743	\$151,674	\$1,600	\$153,274	55	12	111.6%
Total Job														
Overall	\$63,181	\$34,900	\$94,419	\$94,517	\$762	\$95,181	\$63,943	\$35,662	\$99,605	\$1,600	\$101,205	4587	37	

Empty Cell = Insufficient or no data for analysis.

Note: No breakout data is displayed where less than 5 companies are reporting to any region, product or revenue cut. All data for this job is used when calculating the relative index.

"Relative Index" indicates the relationship between current Base Rate for the Breakout item and Base Rate for the National Average for that item.