

High Technology Sales & Service Compensation Survey



Part of the WMG SalesSurveySuite™

2010 Edition: Summary Report

Report ID = Summary

05 January 2010

REPRESENTS: Median Value/50th Percentile

WMG Job Title	PREVIOUS SALES YEAR						CURRENT SALES YEAR					TOTAL SAMPLE SIZE	
	Actual Base Pay	Actual Sales Incentive	Actual Base + Sales Incentive	Target Base + Sales Incentive (TTC)	Actual Non-Sales Incentive	Actual Total Earned	Base Pay as of 1 Apr 2010	Target Sales Incentive	Target Base + Sales Incentive (TTC)	Target Non-Sales Incentive	Targeted Total Earned	No. of Employees	No. of Companies
10110 FIELD SALES REP 1	\$35,000	\$17,159	\$52,099	\$53,000	\$1,600	\$53,699	\$36,600	\$18,759	\$55,359	\$1,600	\$56,959	1511	19
10120 FIELD SALES REP 2	\$49,000	\$38,619	\$86,806	\$88,429	\$2,450	\$89,256	\$51,450	\$41,069	\$92,519	\$1,600	\$94,119	2938	28
10130 FIELD SALES REP 3	\$71,681	\$57,800	\$129,581	\$131,088	\$2,500	\$132,081	\$74,181	\$60,300	\$134,481	\$1,600	\$136,081	4587	37
10140 FIELD SALES REP 4	\$88,200	\$58,012	\$140,089	\$141,467	\$2,731	\$142,820	\$90,931	\$60,743	\$151,674	\$1,600	\$153,274	2600	31
10150 FIELD SALES REP 5	\$109,200	\$91,349	\$199,844	\$203,000	\$40,287	\$240,131	\$149,487	\$131,636	\$281,123	\$1,600	\$282,723	411	13
10210 SALES MGR 1A (SELLING)	\$63,181	\$34,900	\$94,419	\$94,517	\$762	\$95,181	\$63,943	\$35,662	\$99,605	\$1,600	\$101,205	239	13
10211 SALES MGR 1B (NON-SELLING)	\$83,570	\$48,267	\$125,184	\$125,184	\$2,400	\$127,584	\$85,970	\$50,667	\$136,637	\$1,600	\$138,237	467	13
10220 SALES MGR 2	\$101,000	\$46,993	\$142,732	\$142,791	\$2,500	\$145,232	\$103,500	\$49,493	\$152,993	\$1,600	\$154,593	172	8
10230 SALES MGR 3A (SALES ONLY)	\$85,914	\$45,662	\$121,657	\$121,908	\$1,250	\$122,907	\$87,164	\$46,912	\$134,076	\$1,600	\$135,676	1048	17
10231 SALES MGR 3B (SALES & SYSTEMS ENGINEERING)	\$70,658	\$53,975	\$123,998	\$124,853	\$2,500	\$126,498	\$73,158	\$56,475	\$129,633	\$1,600	\$131,233	10726	41
11130 KEY ACCOUNTS SALES REP	\$35,000	\$17,159	\$52,099	\$53,000	\$1,600	\$53,699	\$36,600	\$18,759	\$55,359	\$1,600	\$56,959	1511	19
11210 KEY ACCOUNTS SALES MGR	\$49,000	\$38,619	\$86,806	\$88,429	\$2,450	\$89,256	\$51,450	\$41,069	\$92,519	\$1,600	\$94,119	2938	28
12130 LARGEST STRATEGIC ACCOUNTS SALES REP	\$71,681	\$57,800	\$129,581	\$131,088	\$2,500	\$132,081	\$74,181	\$60,300	\$134,481	\$1,600	\$136,081	4587	37
12210 LARGEST STRATEGIC ACCOUNTS SALES MGR 1	\$88,200	\$58,012	\$140,089	\$141,467	\$2,731	\$142,820	\$90,931	\$60,743	\$151,674	\$1,600	\$153,274	2600	31
13110 PRODUCT SPECIALIST SALES REP 1	\$109,200	\$91,349	\$199,844	\$203,000	\$40,287	\$240,131	\$149,487	\$131,636	\$281,123	\$1,600	\$282,723	411	13
13120 PRODUCT SPECIALIST SALES REP 2	\$63,181	\$34,900	\$94,419	\$94,517	\$762	\$95,181	\$63,943	\$35,662	\$99,605	\$1,600	\$101,205	239	13
13130 PRODUCT SPECIALIST SALES REP 3	\$83,570	\$48,267	\$125,184	\$125,184	\$2,400	\$127,584	\$85,970	\$50,667	\$136,637	\$1,600	\$138,237	467	13

(Light Grey) = Insufficient data for analysis

(Empty Cell) = No data