

Retail Sales Compensation Survey

20XX Edition: Summary Report

Report ID = SAMPLE REPORT



REPRESENTS: Employee Weighted Average

PAY TYPE DISPLAYED: Annual Rate

WMG Job Title	Variable Pay Actual Earnings Previous Plan Year		Variable Pay Target Earnings Current Plan Year			April 1, 20XX Base Rate	No. of Employees	No. of Companies
	Individual Variable Pay	Other Variable Pay	Individual Variable Pay	Other Variable Pay	Total Targeted Compensation			
1001 Cashier 1	\$33				\$17,133	\$17,133	88,570	26
1002 Cashier 2	\$599		\$1,376		\$19,768	\$19,768	145,903	25
1004 Head Cashier	\$569				\$28,344	\$28,344	11,765	7
1011 Greeter	\$1,373				\$19,156	\$19,156	1,429	7
1031 Sales Associate 1	\$6,116	\$124	\$12,702	\$504	\$17,538	\$17,427	586,432	65
1032 Sales Associate 2	\$4,977	\$701	\$12,517	\$994	\$18,703	\$18,464	130,651	51
1033 Sales Associate 3	\$14,684	\$125	\$13,572	\$1,246	\$20,173	\$18,355	94,261	35
1041 Sales Spec 1	\$12,742		\$15,940		\$32,166	\$24,647	29,189	12
1042 Sales Spec 2	\$5,211		\$14,866		\$26,287	\$24,930	15,764	17
1043 Sales Spec 3	\$14,143		\$11,000		\$23,373	\$21,226	1,276	7
1045 Sales Team Leader	\$849	\$1,186	\$27,863	\$1,704	\$22,594	\$22,455	36,671	44
1056 Sales Supv	\$7,571		\$3,318		\$31,558	\$31,509	15,927	22
1066 Department Sales Mgr - Asst	\$4,776		\$1,373		\$28,140	\$27,858	8,842	9
1067 Department Sales Mgr	\$5,512	\$1,392	\$4,365	\$2,180	\$41,289	\$40,622	25,242	19
1072 Store Mgr - Trainee	\$5,574		\$12,403		\$30,838	\$30,029	1,872	21
1073 Store Mgr - Asst/Store Supv	\$5,202	\$2,062	\$5,585	\$7,021	\$39,201	\$36,451	63,383	107
1075 Store Mgr - Single Store	\$7,244	\$7,766	\$10,025	\$12,906	\$56,082	\$49,996	64,769	117
1076 Store Mgr - Multiple Stores	\$6,057	\$7,595	\$4,197	\$9,229	\$66,068	\$65,399	2,843	17
1077 Store Mgr - District	\$14,908	\$8,105	\$18,970	\$20,163	\$93,541	\$76,319	3,154	26
1081 District Mgr/Dir	\$15,285	\$17,136	\$21,799	\$25,928	\$102,057	\$87,666	3,823	72
1083 Region/Multi-Market Mgr	\$35,043	\$33,789	\$29,501	\$37,285	\$155,983	\$129,696	569	52

Empty Cell = Insufficient or no data for analysis.