

2015 Salary and Job Satisfaction Survey



General Management Sector (n = 81)

Summary of Total Remuneration by Industry

		All Industry 2015	All Industry 2014	Pharmaceuticals - Ethical (prescription)	Medical Devices	Consulting Services	Diagnostics, Life Sciences & Biotechnology	Manufacturing	Complementary Medicines	Research Institute/NFP/Hospital/Academia	Animal Health	Pharmaceuticals - OTC & Consumer Healthcare	FMCG, Food Beverage	Laboratory Services	Clinical Research Organisation
Operations Manager	n	10	4			4	1	1		2			1	1	
	1st quartile	\$67,375	\$111,375												
	Median	\$100,750	\$187,500			\$76,000	\$180,000	\$147,000		\$128,500			\$55,000	\$91,500	
	3rd quartile	\$147,750	\$255,000												
Business Development Director	n	7	4	1	1	2	1				1				1
	1st quartile	\$120,000	\$133,750												
	Median	\$170,000	\$163,500	\$220,000	\$170,000	\$114,000	\$191,000				\$220,000				\$120,000
	3rd quartile	\$220,000	\$210,500												
Business Unit Manager	n	35	15	9	6	3	3	1	2	4	4	1	1	1	
	1st quartile	\$120,000	\$102,000	\$117,500	\$149,500	\$67,000	\$134,000			\$79,500	\$177,750				
	Median	\$155,000	\$145,000	\$160,000	\$157,500	\$120,000	\$140,000	\$200,000	\$134,500	\$106,000	\$200,000	\$240,000	\$190,000	\$131,000	
	3rd quartile	\$200,000	\$176,000	\$270,000	\$202,500	\$130,000	\$165,000			\$110,000	\$355,000				
General Manager	n	12	11	1	3	2		3	2				1		
	1st quartile	\$167,000	\$130,000		\$210,000			\$152,000							
	Median	\$205,000	\$167,000	\$280,000	\$260,000	\$204,500		\$191,000	\$200,000				\$125,000		
	3rd quartile	\$275,000	\$210,000		\$310,000			\$340,000							
Managing Director	n	6	9	1	2							3			
	1st quartile	\$292,500	\$310,000									\$300,000			
	Median	\$405,000	\$390,000	\$320,000	\$410,000							\$490,000			
	3rd quartile	\$552,500	\$495,000									\$560,000			
CEO	n	11	12	2	3	2	1	1	2						
	1st quartile	\$200,000	\$193,750												
	Median	\$250,000	\$225,000	\$260,000		\$175,000	\$250,000	\$183,000	\$340,000						
	3rd quartile	\$300,000	\$265,000												

- n = The number of observations recorded for each category
- Total Remuneration = Includes base salary, superannuation, car/car allowance and any other benefits + FBT (excludes bonus and commission)
- Please refer to the All Industry data whenever there are less than 3 data points for a specific industry