

2016 Salary and Job Satisfaction Survey



Bonus Paid 2016: Sales, Marketing, General Management & Human Resources

Sales			
Job Title	TN	Bonus	
Sales Representative	17	N	11
		Bonus	\$10,455
Senior Sales Representative	11	N	9
		Bonus	\$19,111
GP / Pharmacy Sales Representative	5	N	5
		Bonus	\$7,380
Hospital Sales Representative	16	N	15
		Bonus	\$15,267
Account Manager	18	N	14
		Bonus	\$20,857
Territory Manager	15	N	11
		Bonus	\$23,182
Product Specialist	23	N	11
		Bonus	\$20,909
Business Development Manager	22	N	16
		Bonus	\$18,250
State Sales Manager / Regional Sales Manager	10	N	10
		Bonus	\$35,200
National Sales Manager	9	N	6
		Bonus	\$29,500
Sales Director	5	N	3
		Bonus	\$60,000

Marketing			
Job Title	TN	Bonus	
Assistant / Associate Brand / Product Manager	8	N	6
		Bonus	\$6,167
Brand / Product Manager	12	N	8
		Bonus	\$12,850
Senior Brand / Product Manager	13	N	10
		Bonus	\$23,900
Market Research / Business Analyst	12	N	6
		Bonus	\$8,000
Marketing Manager	16	N	9
		Bonus	\$16,756
Marketing Director	4	N	2
		Bonus	\$10,000
Sales & Marketing Manager	7	N	5
		Bonus	\$35,200
Commercial Manager	5	N	4
		Bonus	\$19,000
Business Unit Manager / Head of Division	13	N	11
		Bonus	\$37,545

General Management			
Job Title	TN	Bonus	
Operations Manager	14	N	6
		Bonus	\$12,983
Business Development Director	5	N	4
		Bonus	\$25,000
Business Unit Manager	21	N	6
		Bonus	\$22,333
Director Clinical Services	6	N	2
		Bonus	\$10,000
Regional Manager	4	N	3
		Bonus	\$50,667
Regional Director / Vice President	5	N	3
		Bonus	\$49,333
General Manager	29	N	13
		Bonus	\$30,462
Managing Director	10	N	6
		Bonus	\$41,000
CEO	18	N	7
		Bonus	\$39,429

Human Resources			
Job Title	TN	Bonus	
Human Resources Administrator / Assistant	8	N	3
		Bonus	\$2,600
Internal Recruitment Specialist / Onsite Recruiter	5	N	2
		Bonus	\$4,500
Recruitment Manager	6	N	4
		Bonus	\$10,750
Human Resources Manager	17	N	10
		Bonus	\$8,890
Human Resources Director / Head	9	N	6
		Bonus	\$15,333

- TN = Total number of contributors recorded for each job title
- N = The number of contributors that received a bonus
- Where the Job Title is not reported, the contributors indicated N/A or 0
- Whenever there are less than 3 data points, the data is not statistically relevant but included for reference purposes only

We listen. We deliver. You succeed.