

2017 SALARY SURVEY


RECRUITMENT Scientific Technical Medical

HUMAN RESOURCES


REMARKS

N : number of observations recorded for each category.
Page 3:
Total Remuneration - includes base salary, superannuation, car/car allowance and any other benefits, but excludes bonus and commission.
Summary of Total Remuneration by Job Title: a summary of the total salary package for each job title.
Bonus by Job Title: the average reported bonus by contributor.
Median - In instances where there are less than 3 data points, only the median has been used.
Calculations

- The data has been presented 1st Quartile, Median and 3rd Quartile, using Microsoft Excel Quartile.exc formula.
- In instances where there are less than 3 data points, only the median has been shown.

Page 4:
Summary of Total Remuneration by Industry: a summary of the total salary package by individual industry sector, for each job title.

Reference Key:
$\mathrm{n}=$ 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


## HUMAN RESOURCES SECTOR ( $\mathrm{n}=45$ )

Total Remuneration (excludes Bonus)

|  |  | All Industry $2017$ | Average Bonuses 2017 | All Industry $2016$ |
| :---: | :---: | :---: | :---: | :---: |
| Human Resources Administrator / Assistant | n | 3 |  | 8 |
|  | 1st quartile | \$55,000 |  | \$55,375 |
|  | Median | \$58,500 |  | \$61,000 |
|  | 3rd quartile | \$95,500 |  | \$85,500 |
| Human Resources Associate | n | 4 |  | 6 |
|  | 1st quartile | \$61,375 |  | \$56,875 |
|  | Median | \$86,500 |  | \$70,250 |
|  | 3rd quartile | \$113,500 |  | \$85,625 |
| Internal Recruitment Specialist / Onsite Recruiter | n | 6 |  | 5 |
|  | 1st quartile | \$62,625 |  | \$72,500 |
|  | Median | \$85,750 |  | \$98,500 |
|  | 3rd quartile | \$106,250 |  | \$114,000 |
| Recruitment Manager | n | 5 | 2 | 6 |
|  | 1st quartile | \$119,500 |  | \$85,500 |
|  | Median | \$131,000 | \$27,500 | \$111,000 |
|  | 3 rd quartile | \$148,500 |  | \$135,000 |


|  |  | All Industry $2017$ | Average Bonuses 2017 | $\begin{gathered} \text { All Industry } \\ 2016 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| Compensation Ct Benefits Specialist / Manager | n | 2 | 2 |  |
|  | 1st quartile |  |  |  |
|  | Median | \$191,500 | \$35,000 |  |
|  | 3rd quartile |  |  |  |
| Human Resources Manager | n | 15 | 9 | 17 |
|  | 1st quartile | \$112,000 |  | \$85,000 |
|  | Median | \$130,000 | \$12,100 | \$110,000 |
|  | 3rd quartile | \$150,000 |  | \$129,500 |
| Human Resources Director / Head | n | 7 | 7 | 9 |
|  | 1st quartile | \$170,000 |  | \$165,000 |
|  | Median | \$183,000 | \$30,143 | \$190,000 |
|  | 3rd quartile | \$240,000 |  | \$204,500 |
| VP / Regional Human Resources Director | n | 3 |  | 2 |
|  | 1st quartile | \$99,000 |  |  |
|  | Median | \$182,000 |  | \$159,500 |
|  | 3rd quartile | \$240,000 |  |  |

## HUMAN RESOURCES SECTOR ( $\mathrm{n}=45$ )

Total Remuneration (excludes Bonus)

|  |  | Pharmaceuticals Ethical (prescription) | Clinical Research Organisation | Medical Devices | Consulting Services | HealthCare (Allied Health, Nursing, Medical Imaging) | Pharmaceuticals OTC \&t Consumer Healthcare | Diagnostics, Life Sciences ©t Biotechnology | $\begin{gathered} \text { Research } \\ \text { Institut//NFP/ } \\ \text { Hospita// Academia } \end{gathered}$ | Complementary Medicines | FMCG, Food Ct Beverage | Manufacturing | Other |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Human Resources Administrator / Assistant | n |  |  |  |  | 1 |  |  |  |  |  |  | 2 |
|  | 1st quartile |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Median |  |  |  |  | \$58,500 |  |  |  |  |  |  | \$75,250 |
|  | 3rd quartile |  |  |  |  |  |  |  |  |  |  |  |  |
| Human Resources Associate |  | 1 | 1 |  |  |  |  |  |  |  |  | 1 | 1 |
|  | 1st quartile |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Median | \$115,000 | \$64,000 |  |  |  |  |  |  |  |  | \$60,500 | \$109,000 |
|  | 3rd quartile |  |  |  |  |  |  |  |  |  |  |  |  |
| Internal Recruitment Specialist / Onsite Recruiter | n | 1 |  | 1 | 1 |  | 1 |  |  |  |  |  | 2 |
|  | 1st quartile |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Median | \$105,000 |  | \$76,500 | \$95,000 |  | \$110,000 |  |  |  |  |  | \$60,250 |
|  | 3rd quartile |  |  |  |  |  |  |  |  |  |  |  |  |
| Recruitment Manager | n | 1 | 1 |  | 1 | 1 |  |  |  |  |  | 1 |  |
|  | 1st quartile |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Median | \$147,000 | \$124,000 |  | \$150,000 | \$131,000 |  |  |  |  |  | \$115,000 |  |
|  | 3rd quartile |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation \&t Benefits Specialist / Manager | n | 2 |  |  |  |  |  |  |  |  |  |  |  |
|  | 1st quartile |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Median | \$191,500 |  |  |  |  |  |  |  |  |  |  |  |
|  | 3rd quartile |  |  |  |  |  |  |  |  |  |  |  |  |
| Human Resources Manager | n | 4 | 1 | 2 |  |  | 1 |  | 1 |  | 1 | 3 | 2 |
|  | 1st quartile | \$131,250 |  |  |  |  |  |  |  |  |  | \$72,500 |  |
|  | Median | \$144,000 | \$133,000 | \$132,500 |  |  | \$150,000 |  | \$112,000 |  | \$117,000 | \$92,500 | \$120,500 |
|  | 3rd quartile | \$154,500 |  |  |  |  |  |  |  |  |  | \$123,000 |  |
| Human Resources Director / Head | n | 2 | 2 | 1 |  |  |  | 1 |  | 1 |  |  |  |
|  | 1st quartile |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Median | \$181,500 | \$151,000 | \$240,000 |  |  |  | \$183,000 |  | \$260,000 |  |  |  |
|  | 3rd quartile |  |  |  |  |  |  |  |  |  |  |  |  |
| VP / Regional Human Resources Director | n |  | 1 |  | 1 |  |  | 1 |  |  |  |  |  |
|  | 1st quartile |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Median |  | \$182,000 |  | \$99,000 |  |  | \$240,000 |  |  |  |  |  |
|  | 3rd quartile |  |  |  |  |  |  |  |  |  |  |  |  |

