

HUDSON SALES

# 2019 Salary Guide



# Discover great talent with Hudson

In this fast-changing world, an organisation's competitive advantage comes from having the best people.

Hudson helps organisations find and develop high performers with the right skills and experience – as well as the right motivational and cultural fit.

**Hudson** helps organisations achieve great performance by discovering talent and helping people realise their potential.

## Find the best talent

In today's market where candidates are more passive than ever before, we use our extensive database of specialised talent pools, networks and multiple sourcing channels to find, engage and nurture outstanding candidates – quickly.

## Rely on deep market knowledge

We understand the intricate needs of our clients and our candidates' niche skillsets, which ensures accuracy in our placements. Our specialist market knowledge of salaries, job titles and hiring trends helps us achieve the best outcome for your organisation at the appropriate remuneration.

## Hire with confidence

Using data-driven and best practice talent profiling and assessment techniques, our solutions minimise the risk in hiring decisions and ensure you select high performers who will stay and grow.

We use rigorous recruitment processes and science-based psychometric assessment tools that give you in-depth insights into the skills, behaviours and motivational drivers of candidates. Which in turn helps you make an informed decision when it comes to the cultural fit, capabilities and potential of your people.

This salary guide is a compilation of salary and market information provided by Hudson consultants, clients, candidates and other sources across Australia. Information was gathered by drawing on the extensive knowledge of our specialist recruitment consultants across Hudson's specialist practice groups. Salary ranges are approximate guides only.

# HUDSON SALES

## Melbourne

	<b>Permanent (AUD/000)</b>
Head of Sales (Junior)	160 - 180
Head of Sales (Mid Weight)	180 - 200
Head of Sales (Senior)	200 - 220
General Manager Sales (Junior)	140 - 160
General Manager Sales (Mid Weight)	160 - 180
General Manager Sales (Senior)	180 - 210
Regional Sales Manager (Junior)	120 - 140
Regional Sales Manager (Mid Weight)	140 - 160
Regional Sales Manager (Senior)	160-180
National Sales Manager (Junior)	170 - 190
National Sales Manager (Mid Weight)	190 - 210
National Sales Manager (Senior)	210 - 230
Sales Manager (Junior)	80 - 90
Sales Manager (Mid Weight)	90 - 110
Sales Manager (Senior)	110 - 130
Regional Business Development Manager (Mid Weight)	100 - 115
Regional Business Development Manager (Senior)	115 - 130
National Business Development Manager (Mid Weight)	130 - 150
National Business Development Manager (Senior)	150 - 170
Business Development Manager (Junior)	60 - 80
Business Development Manager (Mid Weight)	80 - 100
Business Development Manager (Senior)	100 - 120
Regional Key Account Manager (Mid Weight)	100 - 120
Regional Key Account Manager (Senior)	120 - 140
National Key Account Manager (Junior)	100 - 120
National Key Account Manager (Mid Weight)	120 - 140
National Key Account Manager (Senior)	140 - 160
Key Account Manager (Junior)	80 - 90
Key Account Manager (Mid Weight)	90 - 100
Key Account Manager (Senior)	100 - 120
Account Manager (Mid Weight)	70 - 80
Account Manager (Senior)	80 - 100

# HUDSON SALES

## Sydney

	<b>Permanent (AUD/000)</b>
Head of Sales (Junior)	140 - 170
Head of Sales (Mid Weight)	180 - 200
Head of Sales (Senior)	200 - 250
General Manager Sales (Junior)	140 - 170
General Manager Sales (Mid Weight)	160 - 190
General Manager Sales (Senior)	180 - 270
Regional Sales Manager (Junior)	120 - 140
Regional Sales Manager (Mid Weight)	140 - 160
Regional Sales Manager (Senior)	160 - 220
National Sales Manager (Junior)	170 - 200
National Sales Manager (Mid Weight)	190 - 210
National Sales Manager (Senior)	210 - 230
Sales Manager (Junior)	80 - 90
Sales Manager (Mid Weight)	90 - 110
Sales Manager (Senior)	110 - 150
Regional Business Development Manager (Mid Weight)	100 - 115
Regional Business Development Manager (Senior)	115 - 130
National Business Development Manager (Mid Weight)	130 - 150
National Business Development Manager (Senior)	150 - 170
Business Development Manager (Junior)	60 - 80
Business Development Manager (Mid Weight)	80 - 100
Business Development Manager (Senior)	100 - 120
Regional Key Account Manager (Mid Weight)	100 - 120
Regional Key Account Manager (Senior)	120 - 140
National Key Account Manager (Junior)	100 - 120
National Key Account Manager (Mid Weight)	120 - 140
National Key Account Manager (Senior)	140 - 160
Key Account Manager (Junior)	80 - 90
Key Account Manager (Mid Weight)	90 - 100
Key Account Manager (Senior)	100 - 130
Account Manager (Mid Weight)	80 - 90
Account Manager (Senior)	100 - 110

Hudson's specialist recruitment consultants have the in-depth market knowledge of salaries, job titles and hiring trends to ensure you achieve the best outcome for your organisation at the appropriate remuneration.

We build highly nurtured and engaged pools of select talent so you can find the right person quickly. This means greater speed and precision in placements, and higher satisfaction for both clients and candidates.

Our proprietary assessment tools and techniques will help you find candidates with the right technical skills and capabilities for the role and for your team, so you can achieve.

## Get in touch to see how we can help

### AUSTRALIA

[au.hudson.com](http://au.hudson.com)

Adelaide

Brisbane

Canberra

Melbourne

Newcastle

Perth

Sydney

# Hudson

Great people. Great performance.