

# Sales

## ICT

	Dublin Base €	Dublin OTE €	Regional Base €	Regional OTE €
Sales Manager	65,000 - 90,000	90,000 - 160,000	50,000 - 70,000	70,000 - 100,000
Business Development Manager	65,000 - 85,000	80,000 - 120,000	40,000 - 60,000	55,000 - 85,000
Business Development Executive	45,000 - 55,000	55,000 - 100,000	30,000 - 45,000	45,000 - 55,000
Client Services Manager	60,000 - 80,000	75,000 - 95,000	40,000 - 55,000	50,000 - 70,000
Technical Sales Executive	35,000 - 55,000	55,000 - 80,000	35,000 - 45,000	40,000 - 60,000
Inside Sales / Telesales Team Leader	35,000 - 50,000	45,000 - 65,000	30,000 - 45,000	35,000 - 60,000
Inside Sales / Telesales Executive	25,000 - 35,000	40,000 - 60,000	25,000 - 35,000	28,000 - 40,000

## FMCG

Commercial Manager	85,000 - 100,000	95,000 - 125,000	50,000 - 80,000	65,000 - 100,000
Area / Regional Manager	60,000 - 80,000	80,000 - 100,000	50,000 - 65,000	60,000 - 85,000
National Account Manager	65,000 - 85,000	70,000 - 100,000	50,000 - 70,000	55,000 - 85,000
Key Account Manager	45,000 - 55,000	50,000 - 65,000	45,000 - 55,000	50,000 - 65,000
Customer Account Manager	55,000 - 75,000	70,000 - 100,000	35,000 - 55,000	50,000 - 75,000
Territory Sales Rep	35,000 - 50,000	40,000 - 55,000	28,000 - 45,000	35,000 - 50,000
Field Sales Rep	25,000 - 40,000	35,000 - 50,000	28,000 - 40,000	32,000 - 50,000
Van Sales Rep	25,000 - 32,000	35,000 - 45,000	24,000 - 32,000	25,000 - 38,000
Merchandiser	23,000 - 29,000	n/a	20,000 - 26,000	n/a

## B2B

National Sales Manager	75,000 - 95,000	85,000 - 125,000	50,000 - 75,000	55,000 - 85,000
Regional Sales Manager	65,000 - 80,000	85,000 - 100,000	45,000 - 60,000	50,000 - 70,000
Sales & Marketing Manager	50,000 - 65,000	65,000 - 75,000	40,000 - 70,000	50,000 - 75,000
Key Account Manager	35,000 - 50,000	40,000 - 60,000	40,000 - 55,000	45,000 - 60,000
Client Services Manager	65,000 - 85,000	70,000 - 90,000	35,000 - 55,000	40,000 - 60,000
Business Development Manager	45,000 - 55,000	60,000 - 75,000	40,000 - 50,000	40,000 - 65,000
Business Development Executive	35,000 - 45,000	50,000 - 65,000	25,000 - 40,000	30,000 - 55,000
Field Sales Executive	28,000 - 35,000	35,000 - 50,000	25,000 - 40,000	30,000 - 50,000
Inside Sales / Telesales Team Leader	30,000 - 40,000	40,000 - 55,000	25,000 - 35,000	35,000 - 40,000
Inside Sales / Telesales Executive	23,000 - 32,000	35,000 - 50,000	20,000 - 25,000	23,000 - 30,000

## Health, Pharmaceutical & Scientific Sales

Business Unit Manager / Sales Marketing Manager	90,000 - 100,000	100,000 - 130,000	65,000 - 85,000	70,000 - 100,000
Sales Manager (Team >6 people)	75,000 - 85,000	90,000 - 100,000	65,000 - 85,000	75,000 - 100,000
Sales Manager (Team <6 people)	65,000 - 75,000	70,000 - 90,000	50,000 - 65,000	60,000 - 85,000
Business Development Manager	60,000 - 65,000	70,000 - 85,000	50,000 - 60,000	55,000 - 75,000
Hospital Representative / Product Specialist (3+ years' exp.)	50,000 - 60,000	60,000 - 75,000	40,000 - 55,000	45,000 - 70,000
Hospital Representative	40,000 - 50,000	50,000 - 70,000	30,000 - 45,000	40,000 - 60,000
Senior GP Representative / Territory Manager (3+ years' exp.)	45,000 - 55,000	55,000 - 75,000	40,000 - 55,000	45,000 - 70,000
GP Representative (1-3 years' exp.)	40,000 - 50,000	50,000 - 60,000	30,000 - 45,000	40,000 - 60,000

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