# **IS YOUR RECRUITER COMPENSATION COMPETITIVE?**

## A TYPICAL IT STAFFING FIRM:

Early career recruiter with < 2 year experience

Salary: **\$50,000** 

Mid-level recruiter with 2-10 years experience

Salary: **\$60,000** 

Senior recruiter with > 10 years experience

Salary: **\$80,000** 



\*Recruiter compensation data as reported in the 2023 TechServe Alliance Operating Practices Report, the industry's largest and most comprehensive benchmarking survey.

#### **Top 3 Recruiting Sources**

(% of positions filled)



### Remote work continued as the new norm post pandemic for staffing firms\*







#### \*Internal employees working remote (% working at least half time)

**Contact TechServe Alliance to** learn how our industry data and analysis can help you identify ways to become more competitive in the marketplace and increase your firm's profitability.



Helping IT & Engineering Staffing and Solutions Firms Reach Their Business Goals