

Is Your Sales Compensation Competitive?

A TYPICAL IT STAFFING FIRM:



Early career sales person
with < 2 year experience

Salary: **\$55,000**

Incentive Comp: **\$24,970**

Total Comp: **\$79,970**



Mid-level sales person with
2-10 years experience

Salary: **\$70,000**

Incentive Comp: **\$53,778**

Total Comp: **\$123,778**



Senior Sales person with
> 10 years experience

Salary: **\$85,000**

Incentive Comp: **\$90,000**

Total Comp: **\$175,000**

**Sales compensation data as reported in the 2022 TechServe Alliance Operating Practices Report, the industry's largest and most comprehensive benchmarking survey.*

Is Your Sales Force Under-Performing?

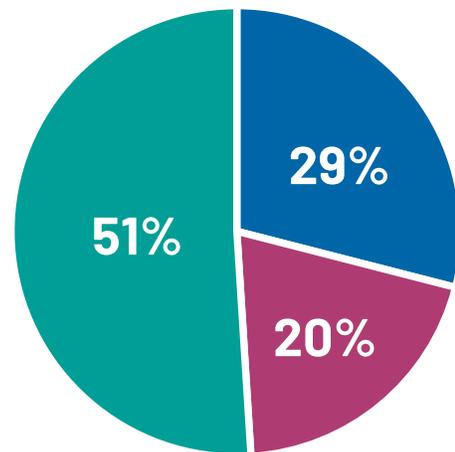
51%

51% of sales force generates less than \$750,000 in gross profit

\$400K

To break even, the typical firm **requires \$400,000 in gross profit** per sales person

Gross profit generated by individual sales professionals:



● Under \$0.75M

● \$0.75M - \$1.5M

● Over \$1.5M

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.

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