



IT'S NO SECRET THAT COMPENSATION IS KEY TO SALESPEOPLE.

We get asked every day what people should be earning and where the "market rate" sits.

- The team at Wiser Elite has a pretty solid idea, and can give that advice - but wouldn't it be better to back this up with data?
- This is why we decided to launch a Salary Survey, where we have canvassed the SaaS sales industry to lift the lid on UK compensation for IC roles.
- We are here to change the way people think about sales and hopefully these results will help towards that by levelling the playing field.

	erelife LARY SUP	
	BASE OTE	
	MIN 24K – MAX 40K £32,666	MIN 36K
	MIN 29K – MAX 46K £37,973	
12-18M	MIN 28K — MAX 54K £39,255	
18-24M	MIN 30K — MAX 66K £45,333	
24M+	MIN 38K — MA E51,4	

24M+

M = MONTHS EXPERIENCE Y = YEARS EXPERIENCE

Base 🥢 OTE **SDRs**

Our salary survey benchmarks what the industry are earning. This data shows the average base salaries and on target earnings for the SDR role across mutliple levels of experience.

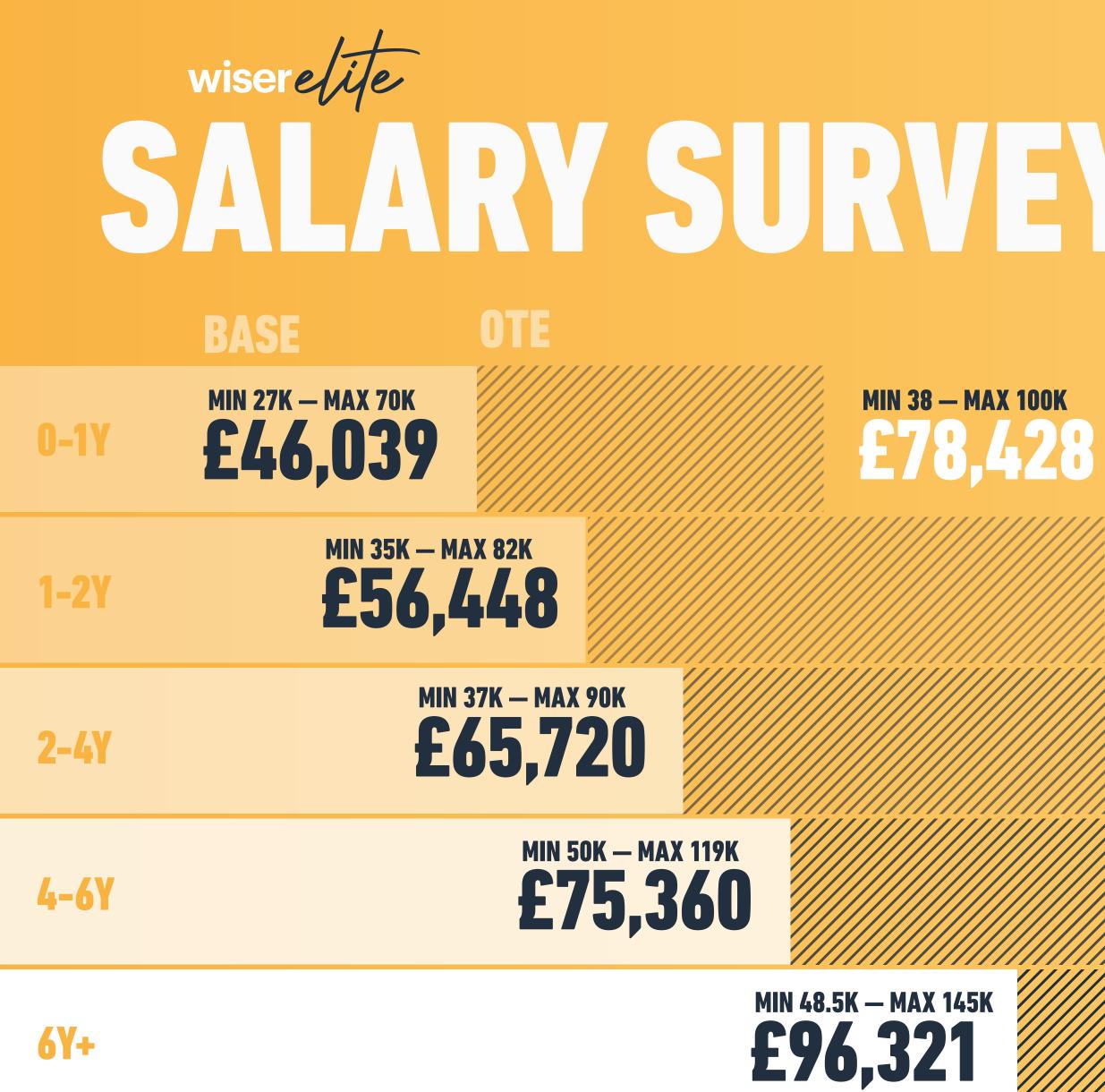


MIN 40K — MAX 66K £53,960





MIN 57K – MAX 120K E74,818



Y = YEARS EXPERIENCE

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Our salary survey benchmarks what the industry are earning. This data shows the average base salaries and on target earnings for the AE role across multiple levels of experience.

$\substack{\text{MIN 58K} - \text{MAX 150K} \\ \textbf{E104,074} \\ \end{array}$







	wiserelije	SURVE
	BASE OT	
	MIN 20K – MAX 74.1K £46,318	MIN 29K – MAX 123K E68,875
	MIN 38.8K — MAX 70K £52,011	MIN 45K – I £35
2-4 Y	MIN 35K — MAX 80K £58,178	MIN 50 E 9
4-6 Y	MIN 35K — MAX 1001 £65,153	
6Y+	£7 '	к — мах 109к 7,115

Y = YEARS EXPERIENCE

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Base *D* OTE **ACCOUNT MANAGER**

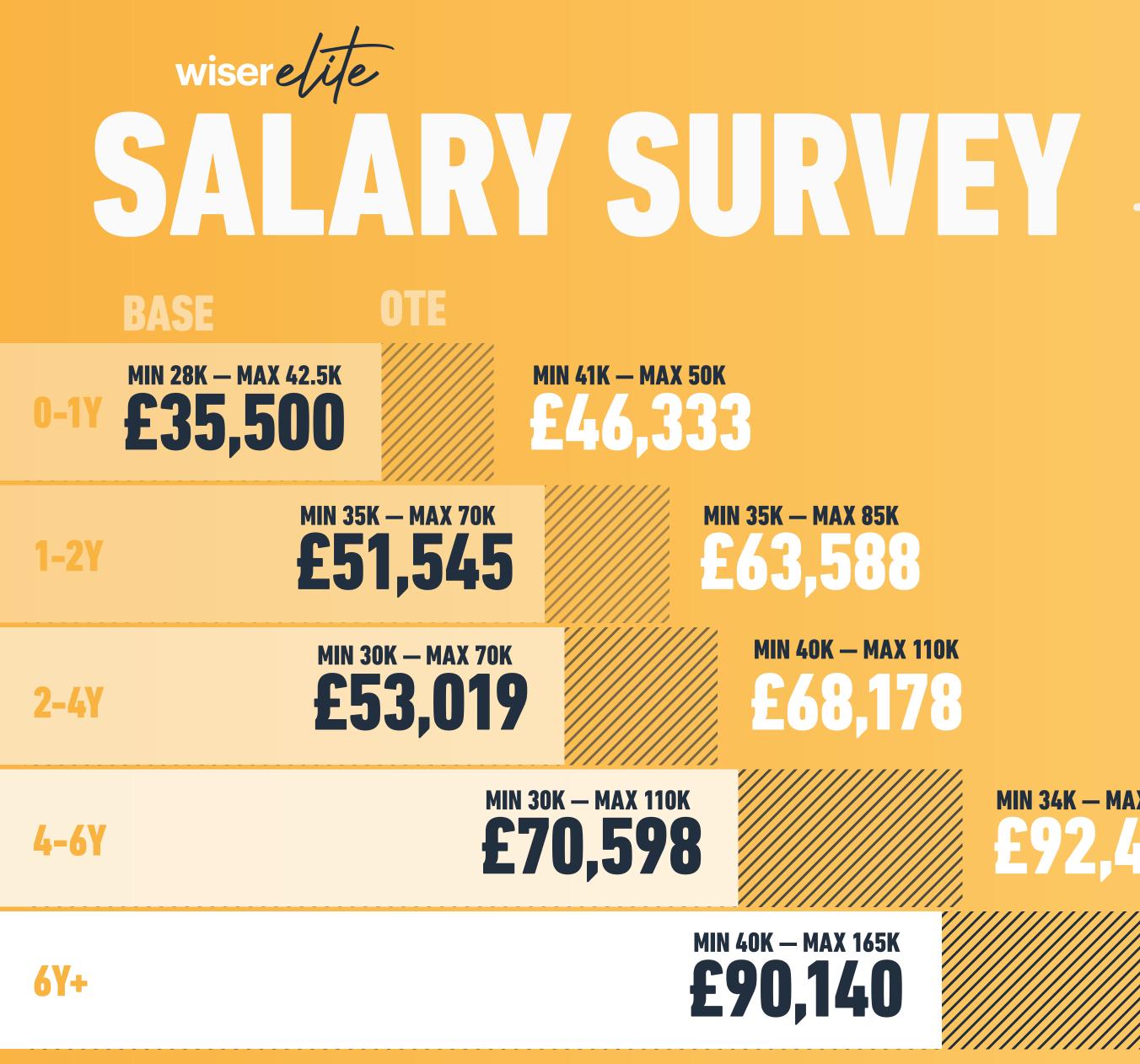
Our salary survey benchmarks what the industry are earning. This data shows the average base salaries and on target earnings for the Account Manager role across mutliple levels of experience.

MAX 120K

юк — мах 140к 1,750







Y = YEARS EXPERIENCE

Base 🥢 OTE

CUSTOMER SUCCESS MANAGER

Our salary survey benchmarks what the industry are earning. This data shows the average base salaries and on target earnings for the Customer Success Manager role across mutliple levels of experience.







WE HOPE YOU FOUND THE RESULTS TO OUR SALARY SURVEY HELPFUL

If you would like to learn more about Wiser Elite and the work we do then please drop us a message at:

team@wiserelite.com

