

wiser *elite*

SALARY SURVEY





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.



wiser elite

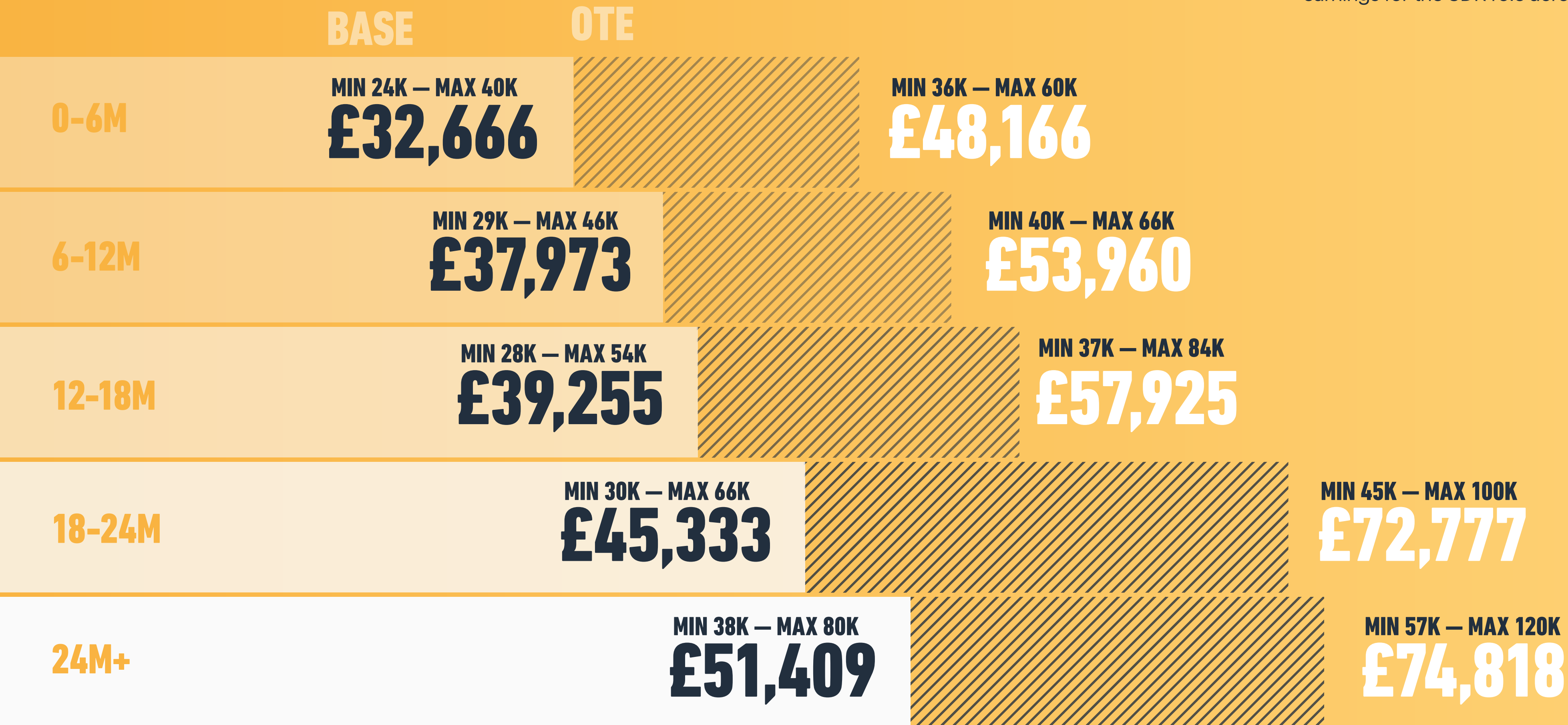
SALARY SURVEY



■ 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 multiple levels of experience.



M = MONTHS EXPERIENCE Y = YEARS EXPERIENCE

wiser elite

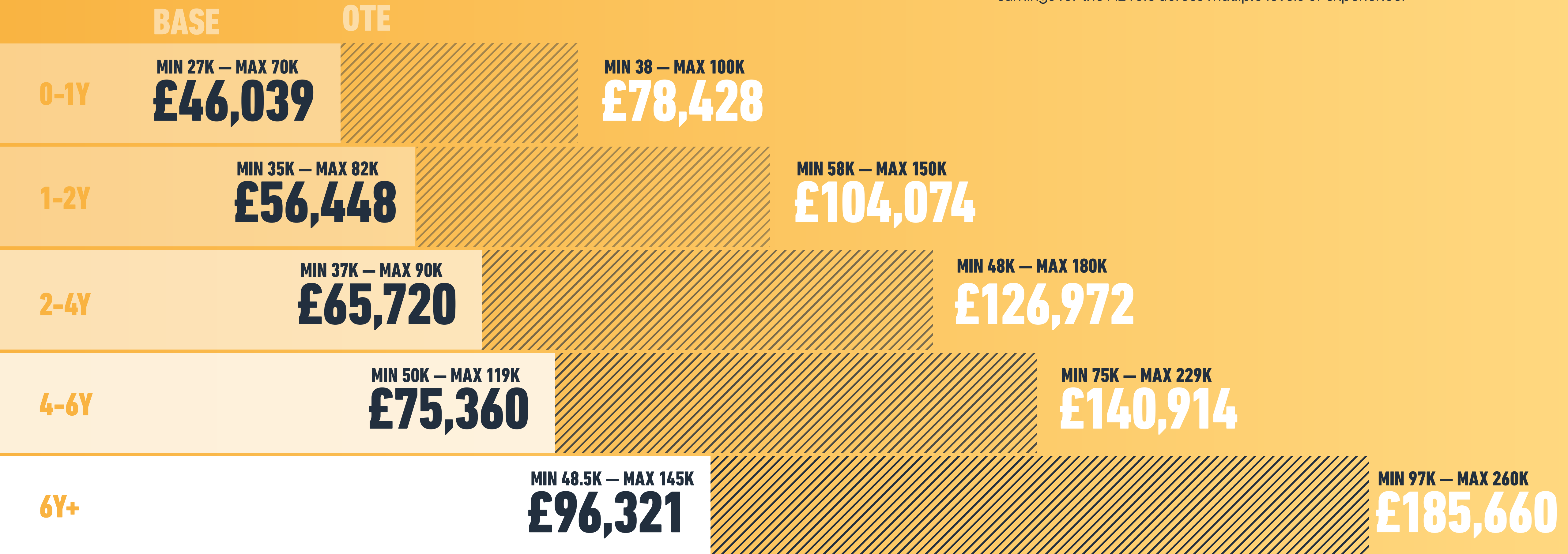
SALARY SURVEY



■ Base ▨ OTE

AEs

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 mutiple levels of experience.



Y = YEARS EXPERIENCE

wiser elite

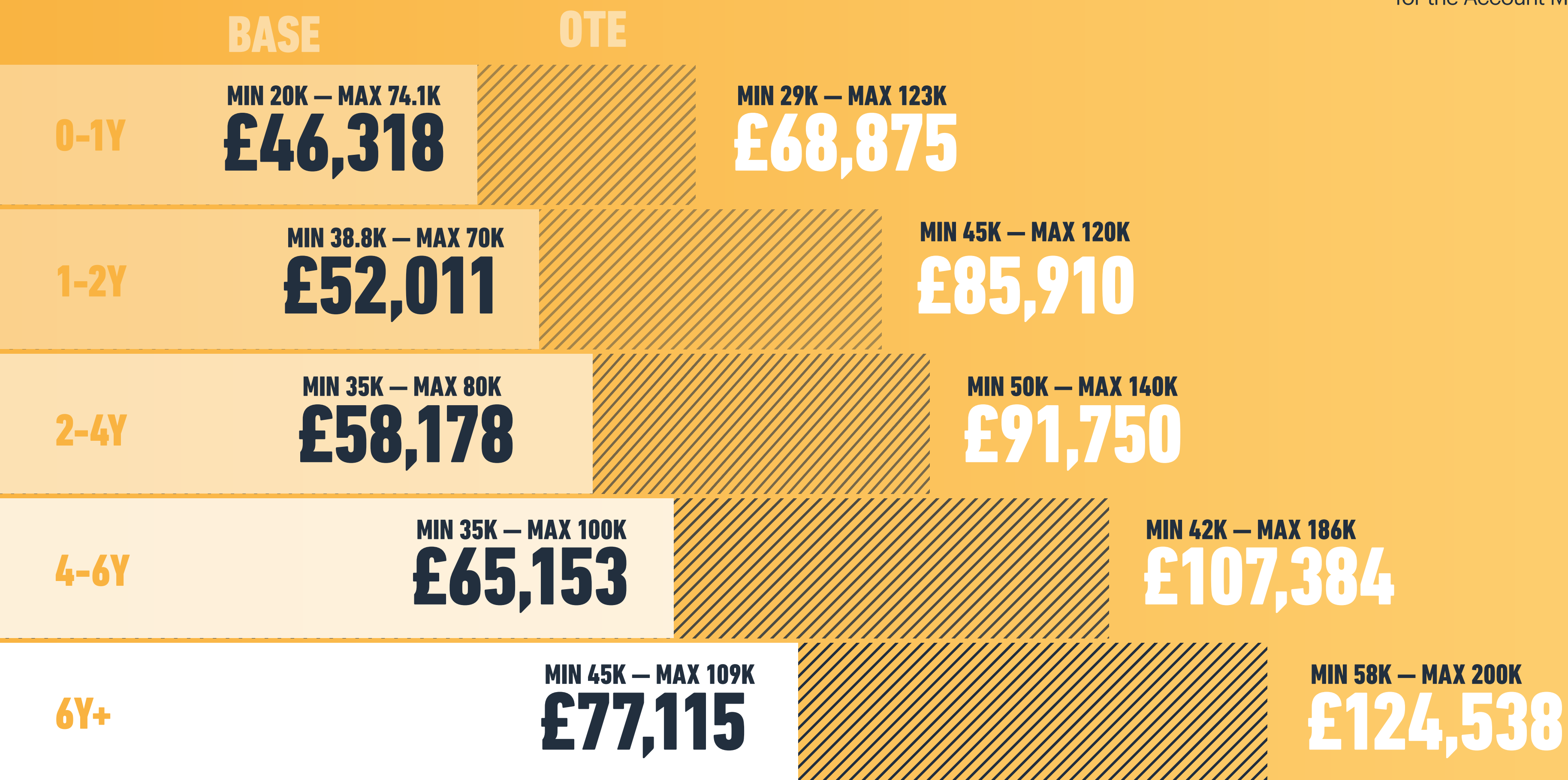
SALARY SURVEY



■ Base ▨ 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 mutiple levels of experience.



Y = YEARS EXPERIENCE

wiser elite

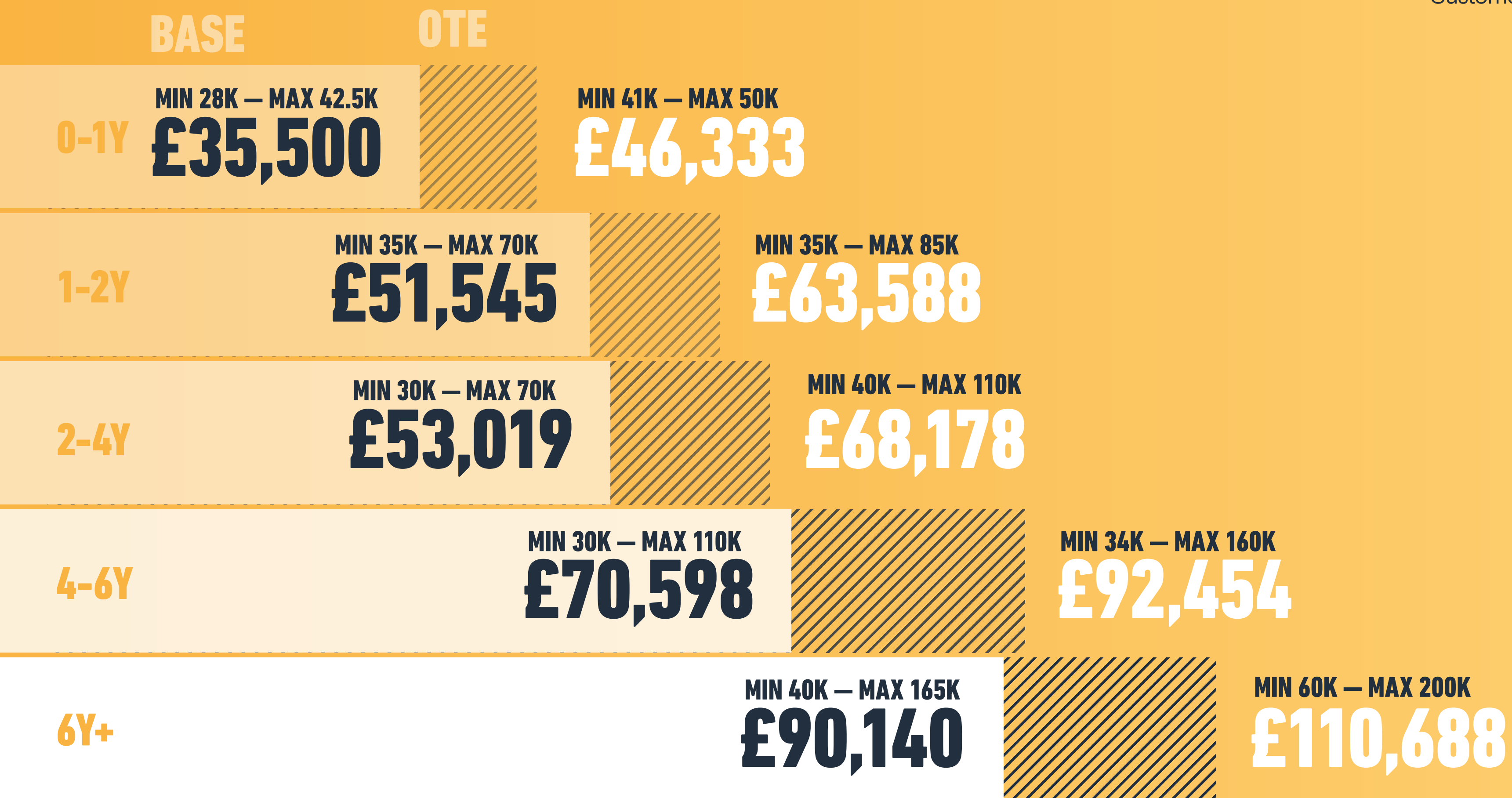
SALARY SURVEY



■ 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.



Y = YEARS EXPERIENCE

**WE HOPE YOU FOUND
THE RESULTS TO OUR
SALARY SURVEY HELPFUL**

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

team@wiserelite.com

