

Median Salaries and Total Packages - New South Wales, 2011^{1,2} (A\$)

| Position | Total salary | Total package ³ |
|-------------------------------------|--------------|----------------------------|
| Management: | | |
| Chief Executive | 237,769 | 312,831 |
| General Manager - Division/Region | 155,060 | 185,206 |
| Finance: | | |
| Chief Finance Executive | 187,053 | 224,727 |
| Financial Controller | 127,792 | 151,000 |
| Financial Accountant | 82,870 | 90,601 |
| Assistant Accountant | 55,000 | 61,673 |
| Marketing and sales: | | |
| National Sales Manager | 127,323 | 161,313 |
| Sales Manager - Region/State | 81,000 | 116,041 |
| Product/Brand Manager | 87,016 | 106,938 |
| Marketing Assistant | 51,823 | 57,014 |
| Customer Service Manager | 75,776 | 93,148 |
| Information Technology (IT): | | |
| IT Manager | 120,376 | 139,818 |
| Project Manager/Leader | 115,000 | 144,853 |
| Internet Specialist/Web Developer | 79,816 | 87,000 |
| Analyst/Programmer | 80,338 | 85,407 |
| Engineering: | | |
| Engineering Manager | 117,048 | 144,944 |
| Professional Engineer | 88,329 | 105,091 |
| Experienced Engineer | 78,724 | 87,200 |
| Manufacturing: | | |
| Manufacturing/Production Manager | 81,516 | 91,120 |
| Logistics Manager | 89,962 | 109,725 |
| General Foreperson | 54,323 | 59,468 |
| Process Worker | 31,884 | 35,584 |

Footnotes:

1. Applies to large companies. All amounts are averages over at least 50 cases, except Customer Service Manager, Project Manager/Leader (IT), Internet Specialist/Web Developer, Engineering Manager, Professional Engineer, Manufacturing/Production Manager, Logistics Manager and General Foreperson.

2. Data were collected from organisations with annual turnover greater than \$10 million. Also includes the Australian Capital Territory.

3. Total salary plus non-salary items, including superannuation, car package value, vehicle allowance, mobile phone, laptop, low interest loans and other benefits applicable to the position; excludes performance pay.

Source: Australian Institute of Management (AIM) National Salary Survey, 2011.