

# Government Contractors Compensation Survey



2010 Edition: Detail Report  
Report ID = SAMPLE DATA

5/12/2010 9:00:21 AM

## 71 Business Unit Manager 1

**PRIMARY DUTIES AND RESPONSIBILITIES:** Has management responsibility for operating a "stand-alone" separate business unit, including profit and loss, strategic planning, productivity and may or may not be responsible for administrative functions such as facilities planning and human resources. Ensures creation of well constructed, comprehensive business plans. Plans for and establishes disciplines to use standard methodologies for costing, program management, business development, proposals and engineering development. Reviews market opportunities, technology planning, competitors and business costs.

**EXPERIENCE AND TRAINING:** Advanced Business and/or technical Degrees. Minimum ten years progressive experience in engineering management and/or program management with an understanding of the government community. Proven leadership qualities, organizational, planning, communication and management skills are required.

PAY TYPE DISPLAYED: Annual Rate

	Established Ranges			Annual Current Paid Rates			
	Range Minimum	Control Point	Range Maximum	Base Pay	Discretionary Bonuses	Profit Sharing	Total Cash
Employee Weighted Average	\$94,856	\$132,203	\$179,633	\$135,754			\$149,923
Simple/Unweighted Average	\$104,153	\$137,560	\$170,828	\$132,767			\$140,218
10th Percentile	\$78,400	\$112,000	\$145,600	\$106,000			\$113,570
25th Percentile	\$78,400	\$112,000	\$145,600	\$114,750			\$123,057
50th Percentile	\$95,800	\$133,390	\$160,035	\$133,661			\$149,255
75th Percentile	\$105,380	\$151,600	\$182,100	\$150,800			\$171,305
90th Percentile	\$116,000	\$152,845	\$200,310	\$170,019			\$195,838
Number Of Companies	6	6	6	7	4	1	7
Number Of Employees	48	48	48	60	51	18	60
Earning Mix (Only For Those Receiving Other Cash)				89.1 %	9.1 %	1.8 %	100%
Percentage of Total Employees Eligible					96.7 %	35.0 %	
Percentage of Companies With Eligible Employees					71.4 %	28.6 %	
Percentage of Eligible Employees Who Receive Payment					87.9 %	85.7 %	
Percentage of Total Employees Receiving Additional Cash					85.0 %	30.0 %	
Other Cash/Base Pay - All Employees					8.7 %	1.7 %	
Other Cash/Base Pay - Only Employees Receiving					10.2 %	6.8 %	
Percentage of Employees with TS/SCI with Full Scope Polygraph					3.3 %		
Percentage of Employees with TS/SCI with Counter-Intelligence Polygraph					5.0 %		
Percentage of Employees with TS/SCI					11.7 %		
Percentage of Employees with Top Secret					13.3 %		
Percentage of Employees with Secret Clearance					5.0 %		
Percentage of Employees with Unknown Security Clearance					1.7 %		
Salary Range Spread	Weighted Average	80.2 %	Simple Average	65.1 %			
FLSA Treatment	Exempt	100.0 %	Nonexempt				

Empty Cell = No data or insufficient data for analysis.