

Retail Sales Compensation Survey



20XX Edition: Breakout Report
 Report ID = SAMPLE REPORT
 Currency: US Dollar, Country: United States
 Report created for: Western Management Group
DATA FOR MY COMPANY DISPLAYED IN ITALICS

Represents: Employee Weighted Average
 Pay Frequency: Annual Rate

BUY-P2 Buyer - Intermediate

	Base Pay		Allowances		Variable Pay Target		Variable Pay Actual		Total Target Pay		Total Actual Pay		Relative Index	Number of Companies	Number of Employees
	Annual Rate	Hourly	Annual Rate	Hourly	Annual Rate	Hourly	Annual Rate	Hourly	Annual Rate	Hourly	Annual Rate	Hourly			
Store Type															
Headquarters	71,156	34.21			7,727	3.71	5,692	2.74	75,000	36.10	73,838	35.50	104.3%	17	191
Outlet	64,870	31.19			3,229	1.55	3,567	1.71	65,200	31.35	65,245	31.37	90.59%	5	19
Specialty Retailer Store	64,435	30.98			9,475	4.56	5,635	2.68	73,910	32.78	66,060	31.76	94.73%	12	111
Industry Sector															
Apparel	69,310	33.32			7,541	3.63	4,334	2.08	72,222	34.72	70,775	34.03	100.33%	17	145
Combination / Multiple Categories / Other Products	68,355	32.86			5,416	2.50	4,452	2.14	71,406	34.33	70,362	33.83	99.2%	11	71
Gender															
Male	65,897	31.68			7,100	3.22	4,570	2.20	69,212	33.28	68,132	32.76	96.15%	10	45
Female	65,992	31.73			5,383	2.57	3,405	1.64	68,987	33.17	67,648	32.52	95.84%	23	148
Service Years															
Not Reported/Not Available	68,775	33.06			4,806	2.31	1,920	0.92	69,237	33.29	68,922	33.14	96.19%	5	52
Less Than 2 Years	62,090	29.85			7,044	3.39	3,538	1.70	65,452	31.47	63,055	30.31	90.93%	17	44
2 - 5 Years	69,848	33.50			7,887	3.79	5,522	2.65	74,145	35.65	72,644	34.92	103.0%	24	156
6 - 10 Years	70,102	33.70			8,393	4.04	5,946	2.86	76,174	36.62	74,151	35.65	105.82%	20	47
10+ Years	67,992	33.35			8,136	3.91	5,509	2.65	69,562	33.44	69,470	33.40	96.64%	10	43
Age															
Not Reported/Not Available	68,500	32.93			9,410	4.52	6,932	3.33	71,199	34.23	70,166	33.73	98.91%	15	129
20 - 29	66,417	31.93			6,078	2.92	3,446	1.66	68,903	33.13	67,670	32.53	95.72%	18	110
30 - 39	71,022	34.15			7,946	3.82	5,592	2.69	78,085	37.54	75,460	36.28	108.48%	16	63
40 - 49	68,803	33.08			8,756	4.21	6,042	2.91	72,490	34.85	72,302	34.76	100.7%	8	19
50 - 59	76,687	36.87			8,621	4.14	5,852	2.81	81,859	39.36	80,783	38.84	113.72%	8	10
Metro															
United States: NY Manhattan Metro	70,252	33.77			8,052	3.87	6,606	3.18	74,781	35.95	73,555	35.36	103.89%	5	32
Total Job															
Total Job	68,400	32.88			7,805	3.75	5,349	2.57	71,983	34.61	70,652	33.97	100.0%	39	342

(Light Grey) = Insufficient data for analysis

(Empty Cell) = No data