

Sales

	Dublin Base €	Dublin OTE €	Regional Base €	Regional OTE €
ICT				
Sales Director	90,000 - 150,000	120,000 - 175,000	80,000 - 110,000	100,000 - 145,000
Sales Manager	65,000 - 90,000	90,000 - 170,000	50,000 - 70,000	70,000 - 100,000
Business Development Manager	65,000 - 90,000	85,000 - 150,000	50,000 - 65,000	60,000 - 100,000
Business Development Executive	40,000 - 55,000	50,000 - 90,000	30,000 - 45,000	45,000 - 55,000
Corporate Account Manager	55,000 - 70,000	75,000 - 100,000	45,000 - 60,000	65,000 - 90,000
Account Manager	40,000 - 60,000	60,000 - 80,000	30,000 - 50,000	45,000 - 70,000
Technical Sales Executive	35,000 - 50,000	50,000 - 65,000	35,000 - 45,000	40,000 - 60,000
Inside Sales / Telesales Team Leader	40,000 - 55,000	50,000 - 70,000	30,000 - 45,000	35,000 - 60,000
Inside Sales / Telesales Executive	30,000 - 40,000	40,000 - 60,000	25,000 - 35,000	28,000 - 40,000
FMCG				
Head of Sales	90,000 - 150,000	120,000 - 175,000	85,000 - 125,000	100,000 - 155,000
Commercial Manager	85,000 - 100,000	95,000 - 130,000	50,000 - 80,000	65,000 - 100,000
Area / Regional Manager	65,000 - 80,000	85,000 - 100,000	50,000 - 65,000	60,000 - 85,000
National Account Manager	70,000 - 85,000	80,000 - 100,000	50,000 - 70,000	55,000 - 85,000
Key Account Manager	45,000 - 55,000	50,000 - 65,000	40,000 - 55,000	50,000 - 65,000
Customer Account Manager	50,000 - 70,000	70,000 - 90,000	35,000 - 55,000	50,000 - 75,000
Territory Sales Manager	40,000 - 55,000	50,000 - 65,000	28,000 - 45,000	35,000 - 50,000
Field Sales Rep	30,000 - 40,000	40,000 - 55,000	28,000 - 40,000	32,000 - 50,000
Van Sales Rep	25,000 - 35,000	32,000 - 40,000	24,000 - 32,000	25,000 - 38,000
Merchandiser	25,000 - 30,000	n/a	20,000 - 26,000	n/a
HEALTH, PHARMACEUTICAL & SCIENTIFIC				
Sales VP - Director (Domestic, International)	90,000 - 150,000	130,000 - 200,000	100,000 - 150,000	130,000 - 190,000
Business Unit / Sales & Marketing Manager	90,000 - 105,000	100,000 - 130,000	65,000 - 85,000	70,000 - 100,000
Sales Manager (Team >6 people)	80,000 - 100,000	100,000 - 120,000	65,000 - 85,000	75,000 - 100,000
Sales Manager (Team <6 people)	65,000 - 80,000	90,000 - 110,000	50,000 - 65,000	60,000 - 85,000
Business Development Manager	60,000 - 70,000	70,000 - 90,000	50,000 - 60,000	60,000 - 85,000
Hospital Representative / Product Specialist	45,000 - 60,000	60,000 - 75,000	40,000 - 55,000	45,000 - 65,000
Senior GP Representative / Territory Manager	45,000 - 60,000	55,000 - 70,000	40,000 - 55,000	45,000 - 65,000
Pharmaceutical Sales Representative	40,000 - 50,000	45,000 - 60,000	35,000 - 45,000	45,000 - 55,000

Contact Mark Byrne on m.byrne@brightwater.ie

B2B	Dublin Base €	Dublin OTE €	Regional Base €	Regional OTE €
Country Sales Director	95,000 - 135,000	120,000 - 170,000	90,000 - 115,000	115,000 - 150,000
Country Sales Manager	80,000 - 95,000	90,000 - 125,000	80,000 - 95,000	90,000 - 125,000
Territory Manager	65,000 - 80,000	80,000 - 100,000	55,000 - 70,000	70,000 - 90,000
Sales & Marketing Manager	50,000 - 70,000	65,000 - 80,000	40,000 - 70,000	50,000 - 75,000
Key Account Manager	50,000 - 70,000	65,000 - 100,000	45,000 - 60,000	50,000 - 90,000
Business Development Manager	40,000 - 55,000	45,000 - 65,000	40,000 - 50,000	40,000 - 65,000
Business Development Executive	30,000 - 40,000	40,000 - 55,000	25,000 - 40,000	30,000 - 55,000
Business Manager	60,000 - 75,000	70,000 - 85,000	50,000 - 65,000	60,000 - 75,000
Product Manager	65,000 - 85,000	80,000 - 105,000	55,000 - 75,000	70,000 - 95,000
Field Sales Executive	30,000 - 38,000	35,000 - 55,000	25,000 - 40,000	30,000 - 50,000
Inside Sales / Telesales Team Leader	30,000 - 40,000	40,000 - 55,000	25,000 - 35,000	35,000 - 40,000
Inside Sales / Telesales Executive	28,000 - 35,000	32,000 - 45,000	19,500 - 25,000	23,000 - 30,000

Accountancy

Fund Services

Banking

Compliance & Risk

Legal

Insurance

Human Resources

Sales

Marketing

Business Support

Information Technology

Engineering

Supply Chain

Science & Pharma