

(200) Inside Sales Representative

2021 National Sales Compensation Survey - All Employees

Experienced sales representative with a focus on selling to existing accounts. Incumbents are required to have strong communications skills and product/service knowledge. Duties include selling product or services to using the telephone, e-mail, or mail as the primary media for contact and negotiation. Incumbents may partner with outside sales staff to serve larger accounts. Do not report outbound telemarketers or telephone order takers here.

Table with columns for Base Pay (Un-Wtd Avg, Wtd Avg, P25, Median, P75), Sales Commission and Sales Bonus (Eligible, Actual), and Total Compensation (Un-Wtd Avg, Wtd Avg, 10th, P25, Median, P75, 90th). Rows include Total Responses, Geographic Area (Central, Great Lakes, Mountain, Northeast), and Metropolitan Statistical Area.