(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.

					Sales Commssion and Sales Bonus											Total Compensation									
							Elig	Eligible Actual																	
	# of	# of Emp	Un-Wtd	1864 8	Dos	Madian	D7.5	# of Orgs	# of Emp	# of Orgs	# of Emp	Un-Wtd Avg	Wtd Avg	10th	P25	Median	P75	90th	Un-Wtd	18/4-1 A	4046	Doc	Madian	D75	0041-
T-1-1 B	Orgs		Avg	Wtd Avg		Median	P75	_				_							Avg	Wtd Avg		P25	Median	P75	90th
Total Responses	254	1,419	\$58,084	\$51,256	\$40,000	\$47,600	\$58,300	134	822	134	822	\$12,79	\$22,42	\$994	\$2,081	\$6,743	\$24,59	\$60,31	\$64,126	\$64,153	\$38,264	\$45,000	\$55,825	\$/3,225	\$96,625
Geographic Area																									
Central Region	20	62	\$62,013	\$55,957	\$41,090	\$46,201	\$67,764	10	37	10	37	\$35,52	\$16,11	\$1,359	\$1,798	\$3,623	\$22,90	\$35,96	\$79,365	\$64,491	\$40,000	\$42,850	\$49,096	\$77,466	\$113,23
Iowa	6	16	\$60,204	\$53,566	\$44,486	\$48,139	\$54,013	4	12	4	12	-	-	-	· -	· · ·	-	-		\$58,961	-		\$51,815		
Texas	10	14	\$66,755	\$62,929	\$41,080	\$55,002	\$84,302	2	2	2	2	-	-	-	-	-	-	-	\$67,746	\$63,637	\$37,784	\$41,080	\$55,002	\$84,980	\$109,04
Great Lakes Region	221	1,140	\$57,770	\$50,535	\$40,025	\$47,840	\$57,037	112	652	112	652	\$13,01	\$23,83	\$1,101	\$2,191	\$6,594	\$25,03	\$65,50	\$63,831	\$64,165	\$38,480	\$45,208	\$55,445	\$73,616	\$94,628
Illinois	21	109	\$60,262	\$55,856	\$44,408	\$50,000	\$61,210	15	73	15	73	\$19,48	\$21,03	\$952	\$1,941	\$2,663	\$6,365	\$42,68	\$74,043	\$67,230	\$43,607	\$47,143	\$52,522	\$71,557	\$89,866
Michigan	61	233	\$58,093	\$52,410	\$35,568	\$52,754	\$65,005	26	92	26	92	\$8,994	\$8,007	\$687	\$1,748	\$3,269	\$12,07	\$30,00	\$61,576	\$55,307	\$28,698	\$36,190	\$55,000	\$70,020	\$79,379
Minnesota	41	401	\$58,327	\$46,841	\$31,200	\$45,030	\$54,995	30	305	30	305	\$13,64	\$27,62	\$1,134	\$3,144	\$13,09	\$26,16	\$77,71	\$67,080	\$71,086	\$40,620	\$45,920	\$60,110	\$80,195	\$109,90
Ohio	12	39	\$48,933	\$49,426	\$39,030	\$49,444	\$57,721	6	16	6	16	\$25,21	\$20,33		\$3,725	\$20,93	\$35,08	-	\$60,082	\$55,395	\$38,480	\$42,994	\$54,113	\$65,331	\$74,295
Wisconsin	97	341	\$57,572	\$54,535	\$43,992	\$50,960	\$60,000	41	154	41	154	\$11,22	\$16,56	\$1,162	\$2,500	\$6,751	\$25,08	\$50,20	\$62,031	\$62,017	\$41,600	\$45,754	\$55,682	\$73,127	\$92,612
Mountain Region	21	80	\$68,867	\$52,993	\$33,400	\$46,967	\$55,964	12	60	12	60	\$9,915		\$478	\$2,638		\$14,08	\$27,53	\$74,507	\$61,800	\$32,109	\$45,306	\$54,576	\$66.516	\$99,906
Colorado	15	36	\$57,246	\$53,651	\$45,352	\$47,900	\$55,219	9	21	9	21	\$7,354	\$9,754	· -	\$3,660	\$9,458							\$55,047		
Northeast Region	22	65		\$60,135				12	29	12	29	\$14,94		\$2,671				\$73,14							\$111,68
New York	6	13	\$59,205	\$53,239	\$42.518	\$49,273	\$58,555	4	11	4	11	-	-	· · ·	· -		-		\$71,310	\$68,874	· -	\$50,914	\$65,046	\$87,105	·
Pennsylvania	11	39		\$63,738				5	8	5	8	\$25,55	\$32,10	-	\$4,795	\$23,23	\$45,35	-			\$53,209				\$129,69
Pacific Region	8	10	\$92,515	\$85,071	\$61,360	\$68,552	\$106.68	3	3	3	3	-	· -	-	· -		-	-		\$87,095	· ·		\$68,569		
California	6	8		\$72,118				3	3	3	3	-	-	-	-	-	-	-		\$74,649	-		\$65,017		
Southeast Region	22	62	\$55,351	\$49,803	\$37,019	\$45,818	\$53,778	15	41	15	41	\$11.75	\$13,22	\$309	\$1,743	\$9,112	\$19,60	\$29,23	\$62,483	\$58,638	\$32,696	\$42,246	\$54,782	\$67,839	\$91,805
Florida	10	24		\$56,643				5	17	5	17	\$17,18		-	\$1,549	\$14,28		-					\$65,028		
Kentucky	5	9		\$40,669				3	5	3	5		' <u>-</u> '	-	-		-	-		\$41,656	-		\$43,649		
North Carolina	6	10		\$55,244				6	8	6	8	\$11,90	\$11,28	-	\$1,808	\$11,14	\$20,18	-		\$64,833	-		\$65,067		
South Carolina	5	15		\$49,602				1	10	1	10	-		-	-	· -	-	-		\$52,404	-		\$52,233		
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Metropolitan Statistical Area																									
Denver-Aurora, CO	8	11		\$59,183				5	8	5	8	\$8,244		-	\$873	\$11,62		-		\$66,464	-		\$55,470		
Chicago-Naperville-Joliet, IL-IN-WI	21	92	\$64,697	\$59,621	\$45,201	\$52,973	\$70,526	13	57	13	57	\$21,96	\$26,06	\$1,279	\$1,984										\$105,96
Detroit-Warren-Livonia, MI	54	207		\$53,258				22	78	22	78	\$8,132		\$762	\$1,800			\$17,43			\$28,077				\$79,245
St. Cloud, MN	5	58	\$45,005	\$43,847	\$40,822	\$44,127	\$45,574	5	52	5	52	\$7,462		-	\$2,155		\$24,09	-	\$51,117	\$51,795	-		\$47,858		
Duluth, MN-WI	5	8		\$44,289				5	6	5	6	\$29,66		-	\$964			-		\$66,643	-		\$48,932		
Minneapolis-St. Paul-Bloomington, MN-	32	270	\$59,640	\$49,685	\$31,850	\$50,003	\$56,151	23	210	23	210	\$15,42		\$1,613	\$6,532	\$17,01	\$26,23	\$84,25	\$69,803	\$75,277	\$42,650	\$50,291	\$67,056	\$84,279	\$118,25
Cincinnati-Middletown, OH-KY-IN	10	38	\$48,259	\$48,380	\$39,144	\$46,219	\$54,998	7	17	7	17	\$22,14	\$18,13	-	\$3,637	\$19,00	\$34,22	-	\$61,823	\$54,971	\$38,480	\$42,994	\$53,461	\$64,879	\$78,241
Philadelphia-Camden-Wilmington, PA-	7	18		\$60,390				4	12	4	12	-	-	-	-	-	-	-		\$77,738	-		\$64,934		-
Dallas-Fort Worth-Arlington, TX	5			\$71,141				2	2	2	2	-	-	-	-	-	-	-		\$72,999	-		\$68,320		-
Madison, WI	10	27	\$48,720	\$49,630	\$42,994	\$45,864	\$56,326	5	8	5	8	\$3,801	\$3,709	-	\$1,993	\$3,992	\$4,806	-	\$50,282	\$50,822	\$41,034	\$43,288	\$50,160	\$56,500	\$67,252
Milwaukee-Waukesha-West Allis, WI	59	212	\$57,838	\$56,109	\$44,999	\$53,144	\$64,052	25	80	25	80	\$10,09	\$10,58	\$865	\$2,329	\$4,363	\$8,339	\$38,95	\$61,821	\$60,104	\$42,036	\$46,823	\$55,200	\$68,321	\$87,400
Racine, WI	8	13	\$60,621	\$62,997	\$43,690	\$54,502	\$80,839	2	7	2	7	-	-	-	-	-	-	-	\$68,915	\$79,586	-	\$52,252	\$76,415	\$90,479	-