



rksupplychain

Salary Survey 2011



Welcome to our latest salary survey, produced annually as part of our ongoing evaluation of the ever-changing recruitment market. Our aim is to provide an overview of the current salaries being commanded by professionals in the markets in which we operate. This salary survey is designed to help candidates and clients alike to financially benchmark current and future job opportunities.

The information in this salary survey has been collated from candidate placement statistics gathered through 2010/2011, recent candidate moves, an audit of our extensive database and in-depth market research.

This survey can only provide broad and generic guidelines, we are therefore always happy to discuss individual roles in more detail and share our knowledge and experience of the latest developments within specific sectors.

RK Supply Chain is a bespoke recruitment business. We recruit from experienced junior to senior management levels on either a permanent, interim or temporary basis for logistics, procurement and supply chain opportunities. In addition to database contingent searches we manage specialist search and selection briefs and international mandates.

Note:

The salaries in this survey are basic salaries, not taking into account bonuses, benefits, car allowances etc.

Regional Variations -

Central London - Add 10% on salary shown

North West - Subtract 10% on salary shown

North East - Subtract 10% on salary shown

International - Please contact one of our Global Talent Sourcing Consultants for salary bench marking.

	Annual Salary (£)		
	LOW	MID	HIGH
CPO	120,000	195,000	350,000+
VP Procurement	110,000	175,000	220,000
Head of Category Management	75,000	110,000	135,000
Director of Procurement	68,000	100,000	180,000
Senior Procurement Manager (Indirect)	60,000	75,000	110,000
Senior Procurement Manager (Direct)	55,000	73,000	108,000
Senior Category Manager (Indirect)	60,000	75,000	110,500
Senior Category Manager (Direct)	48,500	63,000	105,000
Stakeholder Engagement Specialist	48,000	53,500	70,000
P2P Specialist	40,000	52,000	68,000
Supplier Relationship Manager	48,000	53,500	70,000
Procurement Manager (Indirect)	45,000	60,000	72,000
Procurement Manager (Direct)	38,000	55,000	68,500
Sourcing Manager	40,000	48,500	58,000
Purchasing Manager (Indirect)	40,000	55,000	65,000
Purchasing Manager (Direct)	35,000	50,000	65,000
Outsourcing Specialist	40,000	55,000	65,000
Contract Manager	35,000	45,000	65,000
Contract Specialist	30,000	38,000	45,000
Buying Manager	30,000	32,500	40,000
Senior Buyer	25,000	28,000	32,000
Procurement Analyst	19,000	27,000	32,000
Buyer	21,000	25,000	28,000

Day Rate (£)		
LOW	MID	HIGH
1000	2500	4000+
800	1250	1500
650	950	1250
650	950	1250
350	880	1250
600	850	1200
600	750	950
550	750	900
350	550	650
300	500	650
300	500	650
400	550	650
350	550	650
300	450	500
350	450	650
350	450	650
400	600	750
250	400	500
250	400	500
250	350	450
200	300	350
180	225	300
150	250	275

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Financial Services

	Annual Salary (£)		
	LOW	MID	HIGH
CPO	170,000	250,000	350,000
Regional Director	120,000	150,000	200,000
Head of Indirects	100,000	120,000	150,000
Head of Technology Procurement	110,000	140,000	180,000
Global Deal Leader	100,000	120,000	150,000
P2P Lead	80,000	100,000	110,000
Sourcing Manager	65,000	80,000	95,000

Day Rate (£)		
LOW	MID	HIGH
1000	2500	4000+
800	950	1300
750	850	1000
750	850	1000
600	700	850
450	550	650
450	650	750

Management Consultancy

	Annual Salary (£)		
	LOW	MID	HIGH
Partner	110,000	140,000	200,000+
Director	100,000	130,000	150,000
Managing Consultant	80,000	95,000	120,000
Principle Consultant	72,000	85,000	110,000
Senior Consultant	55,000	63,500	75,000
Consultant	40,000	55,000	60,000
Analyst	28,000	35,000	45,000

Day Rate (£)		
LOW	MID	HIGH
750	1200	4000+
725	850	1000
625	750	900
500	650	800
450	550	600
380	425	500
250	325	400

Supply Chain Planning

Telecommunications - FMCG - Oil & Gas - Construction - SME - Manufacturing - Consumer Electronics

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	Annual Salary (£)		
	LOW	MID	HIGH
President Supply Chain	120,000	180,000	250,000+
Vice President Supply Chain	100,000	150,000	200,000
Director Supply Chain	85,000	100,000	150,000
Head of Sales & Operations	75,000	95,000	120,000
Head of Demand / Supply Planning	60,000	75,000	85,000
Head of Customer Supply / Service	55,000	70,000	85,000
Programme Manager	70,000	80,000	95,000
NPD Project / Change Manager	60,000	70,000	85,000
Lean / Six Sigma Manager	50,000	65,000	80,000
Supply Chain Sustainability Manager	50,000	65,000	80,000
Supply Chain Finance Manager	50,000	60,000	80,000
ERP (all) Implementation Manager	50,000	60,000	80,000
Supply / Demand Planning Manager	45,000	60,000	75,000
Supply Chain Manager	45,000	55,000	65,000
CPFR / Customer Supply Manager	45,000	55,000	65,000
Production / Materials Planning Manager	40,000	45,000	55,000
Customer Services Manager	35,000	42,000	50,000
Supply / Demand / VMI Planner	30,000	38,000	45,000
Customer / CPFR Planner	30,000	35,000	40,000
Production / MRP Planner	28,000	32,000	35,000
Supply Chain Analyst	25,000	28,000	32,000
Master Data Maintenance (MMM)	25,000	30,000	35,000
Customer Services Executive	25,000	28,000	32,000

Day Rate (£)		
LOW	MID	HIGH
1000	2500	4000+
800	1250	1500
650	950	1250
650	850	1000
550	700	800
550	850	1200
550	600	850
400	550	850
300	500	650
550	750	900
400	550	650
350	550	650
300	450	500
350	450	650
400	600	750
250	400	500
250	400	500
250	350	450
200	300	350
180	225	300
150	250	275
150	250	300
200	250	350

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Management Consultancy

	Annual Salary (£)		
	LOW	MID	HIGH
Partner	110,000	140,000	200,000+
Director	100,000	130,000	150,000
Managing Consultant	80,000	95,000	120,000
Principle Consultant	72,000	85,000	110,000
Senior Consultant	55,000	63,500	75,000
Consultant	40,000	55,000	60,000
Analyst	28,000	35,000	45,000

	Day Rate (£)		
	LOW	MID	HIGH
	750	1200	4000+
	725	850	1000
	625	750	900
	500	650	800
	450	550	600
	380	425	500
	250	325	400

Head Office

	Annual Salary (£)		
	LOW	MID	HIGH
Logistics Director	60,000	90,000	145,000
Logistics Manager	35,000	55,000	65,000
Contracts Manager	35,000	50,000	60,000
Logistics Project Manager	35,000	55,000	65,000
Solution Design Manager	45,000	60,000	65,000
Import / Export Manager	35,000	50,000	80,000
Logistics Analyst	25,000	30,000	35,000
Import / Export Specialist	22,000	33,000	40,000

Day Rate (£)		
LOW	MID	HIGH
500	625	700
350	550	650
250	350	450
300	450	600
300	450	500
150	175	275
125	150	250
150	200	250

Operational

	Annual Salary (£)		
	LOW	MID	HIGH
Operations Director	60,000	85,000	120,000
General Manager	50,000	60,000	75,000
Operations Manager	40,000	50,000	65,000
Warehouse Manager	30,000	40,000	45,000
Shift Manager	28,000	32,000	35,000
Inventory Manager	25,000	35,000	40,000
Distribution Director	60,000	80,000	110,000
National Transport Manager	55,000	70,000	90,000
Regional Transport Manager	45,000	55,000	65,000
Transport Manager	30,000	40,000	50,000
Transport Planning Manager	35,000	40,000	45,000

Day Rate (£)		
LOW	MID	HIGH
450	625	700
400	525	650
300	450	550
300	450	550
200	250	275
200	350	480
450	550	725
350	400	550
350	400	600
200	350	500
200	350	450

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Retail Planning

	Annual Salary (£)		
	LOW	MID	HIGH
Head of Merchandising	60,000	70,000	90,000
Merchandise Manager	45,000	55,000	65,000
Supply Chain Manager	40,000	65,000	60,000
Inventory Manager	35,000	45,000	60,000
Merchandiser	25,000	33,000	40,000
Category Planner	28,000	32,000	38,000
Analyst	25,000	30,000	35,000

Day Rate (£)		
LOW	MID	HIGH
350	500	650
300	400	550
300	400	500
250	325	400
200	300	350
125	200	250
100	150	200



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