

Sales Salary Benchmarking Report

Produced by
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Enterprise



Current Market Analysis

The tech sales market in 2024 has experienced strong growth, driven by sectors like cloud computing, cybersecurity, artificial intelligence (AI), SaaS, and enterprise solutions. Hybrid sales strategies, which combine digital engagement with traditional face-to-face interactions, are becoming more common as businesses adapt to changing buyer behaviours.

Sales professionals with a deep understanding of emerging technologies, are sought after for their ability to engage customers with personalised solutions. Additionally, those experienced in subscription-based models, particularly SaaS, are at an advantage as companies continue to prefer flexible, scalable software solutions.



Salary Guide

| Job Title | Mid Level | Senior Level |
|--------------------------|-------------------|--------------------|
| Sales Dev Representative | £25,000 - £32,000 | £32,000 - £38,000 |
| Customer Success Manager | £28,000 - £35,000 | £35,000 - £50,000 |
| Business Dev Manager | £30,000 - £45,000 | £45,000 - £65,000 |
| Account Manager | £32,000 - £45,000 | £45,000 - £60,000 |
| Pre-Sales Consultant | £60,000 - £80,000 | £80,000 - £100,000 |

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