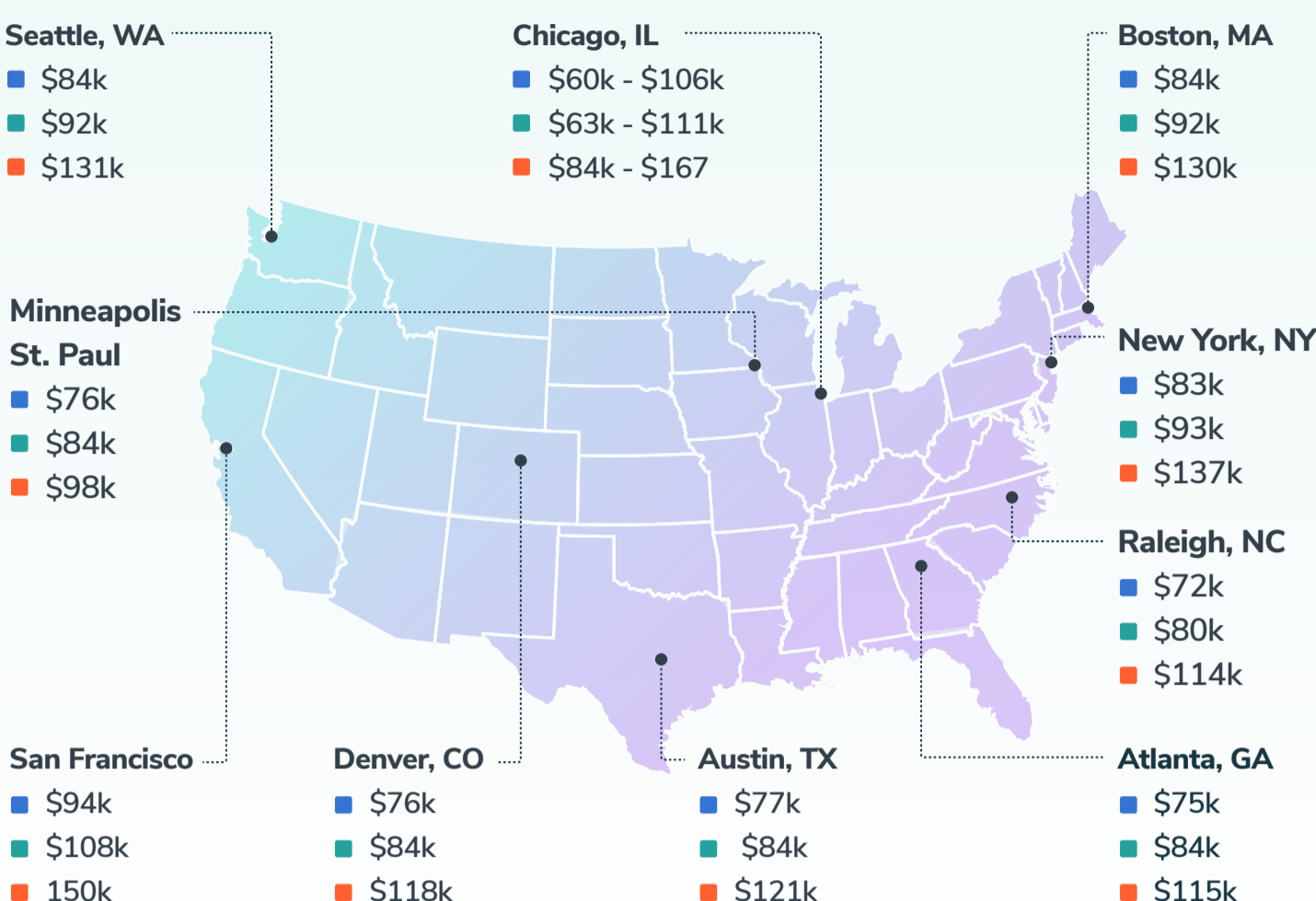


Sales Operations Salary Report for 2020

2 Years Average

5 Years Average

7 Years + Average



Sales Operations is a crucial role for growing companies. In today's ever evolving Sales landscape, Sales is more than just hitting the numbers. Sales Ops are not only tasked with finding the solutions that will optimize Sales processes but also building a structured process that will help Sales reps succeed and drive the company's revenue and growth forward.



So how much does a Sales Operations professional earn?

Payscale analyzed 20 cities in the United States according to following parameters:

- Years of experience:** 2 years, 5 years and 7 years
- What area do you expect to sell?** National Level
- Type of employer:** Company
- Is your company publicly held?** No
- Highest degree completed:** BA, For Director MBA
- What was your job title 5 years ago?** Sales Operations Specialist

Salary Ranges City/Job Title/Yrs of Experience	Sales Operations Manager - 2 Years	Sales Operations Manager - 5 Years	Sales Operations Manager /Director - 7 Years +
New York, NY	\$61k - \$110k Average - 83k	\$68k - \$124k Average - 93k	\$93k - \$189k Average - 137k
Houston, TX	\$57k - \$102k Average - \$77k	\$66k - \$120k Average - \$90k	\$85k - \$172k Average - \$125k
Chicago, IL	\$60k - \$106k Average - \$81k	\$63k - \$111k Average - \$84k	\$84k - \$167k Average - \$123k
San Francisco, CA	\$70k - \$124k Average - \$94k	\$80k - \$144k Average - \$108k	\$83k - \$167k Average - \$122k
Dallas, TX	\$57k - \$102k Average - \$77k	\$64k - \$115k Average - \$87k	\$83k - \$167k Average - \$122k
Atlanta, GA	\$55k - \$100k Average - \$75k	\$62k - \$111k Average - \$84k	\$78k - \$158k Average - \$115k
Boston, MA	\$63k - \$111k Average - \$84k	\$69k - \$120k Average - \$92k	\$89k - \$178k Average - \$130k
Charlotte, NC	\$54k - \$97k Average - \$73k	\$61k - \$109k Average - \$82k	\$79k - \$160k Average - \$116k
Austin, TX	\$57k - \$102k Average - \$77k	\$62k - \$111k Average - \$84k	\$82k - \$166k Average - \$121k
Seattle, WA	\$63k - \$111k Average - \$84k	\$68k - \$123k Average - \$92k	\$90k - \$179k Average - \$131k
Raleigh, NC	\$54k - \$96k Average - \$72k	\$59k - \$105k Average - \$80k	\$78k - \$156k Average - \$114k
Denver, CO	\$57k - \$100k Average - \$76k	\$61k - \$107k Average - \$81k	\$81k - \$160k Average - \$118k
Washington DC	\$62k - \$110k Average - \$83k	\$63k - \$113k Average - \$85k	\$89k - \$180k Average - \$131k
Tampa	\$53k - \$95k Average - \$72k	\$56k - \$101k Average - \$76k	\$77k - \$157k Average - \$114k
Philadelphia	\$57k - \$101k Average - \$77k	\$62k - \$110k Average - \$83k	\$87k - \$176k Average - \$128k
Phoenix	\$55k - \$97k Average - \$74k	\$60k - \$106k Average - \$80k	\$83k - \$169k Average - \$124k
Minneapolis St. Paul	\$57k - \$100k Average - \$76k	\$63k - \$110k Average - \$84k	\$76k - \$127k Average \$98k
St. Louis	\$54k - \$96k Average - \$72k	\$59k - \$106k Average - \$80k	\$77k - \$156k Average - \$114k
San Diego	\$59k - \$106k Average - \$80k	\$67k - \$122k Average - \$92k	\$88k - \$179k Average - \$130k
Boulder	\$55k - \$96k Average \$73k	\$58k - \$102k Average 77k	\$76k - \$130k Average \$98k

Source: Business Insider; BuiltIn, PayScale, Glassdoor, Techcrunch, USA Today; Bloomberg