

# Salary and HR Surveys from A to Z

## Sibson Consulting

333 West 34<sup>th</sup> St.  
New York, NY 10001  
212-251-5000  
Email: [cbabiak@sibson.com](mailto:cbabiak@sibson.com)

Sibson Consulting, a division of Segal, provides strategic HR solutions related to the planning, implementation and operation of total rewards, compensation, retirement and health benefits programs. Sibson's services encompass talent management, benefits, organization design, sales effectiveness, change management and HR technology.

Sibson can help you achieve and surpass growth and profitability objectives, effectively segment and target opportunities, and improve salesforce productivity.

> [www.sibson.com](http://www.sibson.com)

## SIBSON CONSULTING A DIVISION OF SEGAL

### Sibson Consulting Can Help

Sibson helps its clients develop solutions for the most critical sales issues today — from developing sales strategies for your various customer segments to defining your sales coverage and deployment needs to designing sales compensation plans and quotas that effectively align with your strategy.

At Sibson Consulting, we know that data — and the knowledge of how to use that data — can be what differentiates the best sales organizations from average sales organizations. A key Sibson differentiator is our ongoing commitment to creating and updating a robust database of compensation data and strategic information. Through targeted industry surveys, we can provide you with the most up-to-date information on metrics, mechanics, pay levels and best-in-class sales compensation strategy.

Whether you are looking for surveys about Millennials in the salesforce ([www.sibson.com/services/sales-force-effectiveness/Millennials-in-the-Sales-Force-Survey-Results.pdf](http://www.sibson.com/services/sales-force-effectiveness/Millennials-in-the-Sales-Force-Survey-Results.pdf)),

industry-specific surveys for telecommunications, high tech, software or health insurance, or articles like “How Much Does That Sale Cost” that reference our survey work in the area of compensation cost of sales, Sibson is here to provide the data you need and to help you make sense of the data.

To learn more about Sibson Consulting's salesforce effectiveness services, including surveys targeted for your specific industry, please visit our website at: [www.sibson.com/services/sales-force-effectiveness/](http://www.sibson.com/services/sales-force-effectiveness/) or contact Joseph DiMisa, senior vice president, salesforce effectiveness practice leader, 770-403-8006, [jdimisa@sibson.com](mailto:jdimisa@sibson.com); or Dennis Spahr, vice president, salesforce effectiveness, 312-456-7905, [dspahr@sibson.com](mailto:dspahr@sibson.com).

#### Areas of Expertise

- Flexible spending
- Health welfare
- Niche
- Nonprofit
- Public sector
- Retirement
- Time off
- Voluntary benefits