

Inside Sales Representative Compensation Guide

What makes a good Inside Sale Representative?

A good Inside Sales Representative will have excellent communication skills, both verbal and written, organizational skills, and the ability to multitask. They will also have excellent phone and cold calling skills, along with exceptional customer service skills.

Inside Sales Representatives are office-based workers who contact their potential prospects by phone, email, teleconferencing and other electronic means. Sometimes referred to as 'remote' representatives, they can work in business-to-business or business-to-consumer industries, and are often highly skilled at persuasive techniques.



U.S. Average

The total average of low, mid, and high salaries for a Inside Sales Representative in the U.S.



\$34K

Low Average

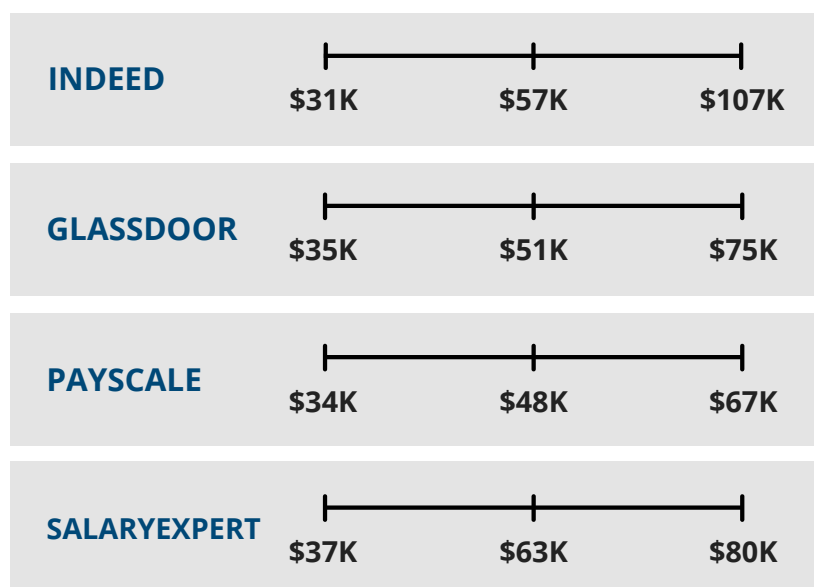
\$55K

Mid Average

\$82K

High Average

SALARY RANGES BY SOURCE



SALARY RANGES AND AVERAGES BY LOCATION



Salary Mix

The right salary mix motivates teams for mutual success and higher profits.

Bonus payments are typically

20%

of an individual's salary



Keep these in mind while establishing bonus structures:

- Reward employees based on **key business drivers** aligned with revenue goals
- Don't cap their commission**
- Create commission plans with **graduated commission rate levels** to support exceeding goals
- Consider **paying more for new clients** vs. adding business to existing clients

