

SALES COMPENSATION 2022 STUDY • OPEN

Take The 2022 Study Now!

To participate, contact your Regional Print Association.

Use the Sales Compensation Report to Recruit, Retain, & Manage Sales Professionals in Print!

The Sales Compensation Study is the print industry's most comprehensive report on compensation practices and policies for sales professionals in print-related companies.

ABOUT THE SALES COMPENSATION STUDY:

In today's competitive print marketplace, attracting and retaining top sales professionals is essential. Ensuring these sales representatives are incentivized with tools and policies to maximize corporate sales goals is equally critical. The 2022 Sales Compensation Study provides participants with the definitive benchmark for comparing compensation practices and policies to best-in-class sales organizations, including data from more than 500 print and graphics sales professionals. This Sales Compensation Study reports averages to ensure strict confidentiality of participants.

THE SALES COMPENSATION STUDY INCLUDES:

- Best-in-class compensation practices, including salary, commissions, incentives, and bonuses.
- Benchmarking of commission percentage and basis.
- Policies associated with management approval for quotes, reruns and problem-handling conducted by sales reps.
- Marketing and technology-support practices.
- Benefits and reimbursement practices.
- Sales per rep ratios by market segment and process.
- Regional reporting, addressing for cost-of-living factors.

SALES COMPENSATION 2022 STUDY CALENDAR

March 28	2022 Study Submissions OPEN!
April 22	2022 Study Submissions CLOSED
June 6	Sales Compensation Study available
Fall 2022	Sales Compensation 2022 Report Webinar

PARTICIPANTS EXCLUSIVE:

The Sales Compensation 2022 Study is available to survey participants, aggregated with similar companies and regions.

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Sponsored by:



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