

SENIOR MANAGEMENT

CIO/vice president of IS/IT	Chief technology officer	Director of IS/MIS	Director of systems development	Director of networks	Director of IS operations	Internet technology strategist	Web architect
Average salary: \$132,798	Average salary: \$132,790	Average salary: \$91,789	Average salary: \$96,803	Average salary: \$86,789	Average salary: \$88,702	Average salary: \$87,368	Average salary: \$71,513
Bonus: \$31,005	Bonus: \$32,491	Bonus: \$14,165	Bonus: \$15,826	Bonus: \$12,751	Bonus: \$13,590	Bonus: \$12,762	Bonus: \$9,846
Total: \$163,803	Total: \$165,281	Total: \$105,954	Total: \$112,629	Total: \$99,540	Total: \$102,292	Total: \$100,130	Total: \$81,359

TOP 10 INDUSTRIES FOR IT PAY (BY TOTAL COMPENSATION)

Business services, consulting/sys. integ. \$351,905	Business services, consulting/sys. integ. \$271,263	Computer hardware/software/peripherals \$173,125	Computer hardware/software/peripherals \$154,300	Computer hardware/software/peripherals \$159,667	Computer hardware/software/peripherals \$138,600	Financial \$144,650	Business services, consulting/sys. integ. \$122,045
Business services, IT \$286,500	Computer hardware/software/peripherals \$260,000	Business services, consulting/sys. integ. \$163,480	Business services, consulting/sys. integ. \$150,333	Business services, consulting/sys. integ. \$139,205	Business services, consulting/sys.integ. \$136,727	Business services, consulting/sys. integ. \$137,143	Financial \$108,056
Computer hardware/software/peripherals \$281,000	Insurance \$210,333	Petroleum exploration/production/refining \$125,000	Financial \$147,036	Financial \$126,033	Financial \$136,059	Computer hardware/software/peripherals \$132,500	Computer hardware/software/peripherals \$105,667
Apparel/textile \$214,929	Business services, IT \$206,400	Financial \$124,806	Telcommunications \$122,000	Insurance \$113,750	Business services, IT \$111,500	Business services, IT \$119,000	Business services, IT \$92,000
Retail \$203,333	Financial \$189,600	Business services, IT \$124,250	Retail \$121,167	Business services, IT \$113,000	Aerospace/defense \$109,900	Insurance \$105,250	Transportation \$90,571
Health care \$182,043	Health care \$155,500	Telecommunications \$116,000	Transportation \$119,000	Health care \$105,219	Health care \$103,678	Health care \$95,444	Health care \$78,667
Industrial equipment \$177,200	Media \$146,667	Utilities \$112,800	Health care \$116,357	Retail \$104,667	Utilities \$102,500	Transportation \$86,750	Distribution/wholesale \$77,333
Financial \$177,063	Distributors/wholesale \$128,875	Insurance \$106,150	Media \$115,714	Media \$102,000	Distribution/wholesale \$99,808	Distribution/wholesale \$85,167	Government \$61,523
Food/beverage/tobacco \$171,800	Government \$94,633	Industrial equipment \$104,938	Insurance \$106,938	Transportation \$98,750	Insurance \$96,000	Media \$78,750	Nonprofit \$53,500
Insurance \$159,882	Education \$91,583	Food/beverage/tobacco \$104,111	Distribution/wholesale \$100,200	Electronics/electrical equipment \$85,667	Retail \$92,571	Government \$75,950	Education \$48,176

TOTAL COMPENSATION BY COMPANY SIZE (COMPANIES RANKED BY REVENUE)

Less than \$100M: \$130,825	Less than \$100M: \$137,500	Less than \$100M: \$86,568	Less than \$100M: \$108,036	Less than \$100M: \$83,406	Less than \$100M: \$117,794	Less than \$100M: \$130,000	Less than \$100M: \$73,714
\$110M to \$499.9M: \$115,767	\$110M to \$499.9M: \$110,800	\$110M to \$499.9M: \$84,123	\$110M to \$499.9M: \$83,257	\$110M to \$499.9M: \$71,808	\$110M to \$499.9M: \$74,603	\$110M to \$499.9M: \$70,500	\$110M to \$499.9M: \$71,879
\$500M or more: \$206,723	\$500M or more: \$203,296	\$500M or more: \$120,380	\$500M or more: \$120,938	\$500M or more: \$111,578	\$500M or more: \$106,628	\$500M or more: \$103,147	\$500M or more: \$83,970