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Sales Compensation Trends

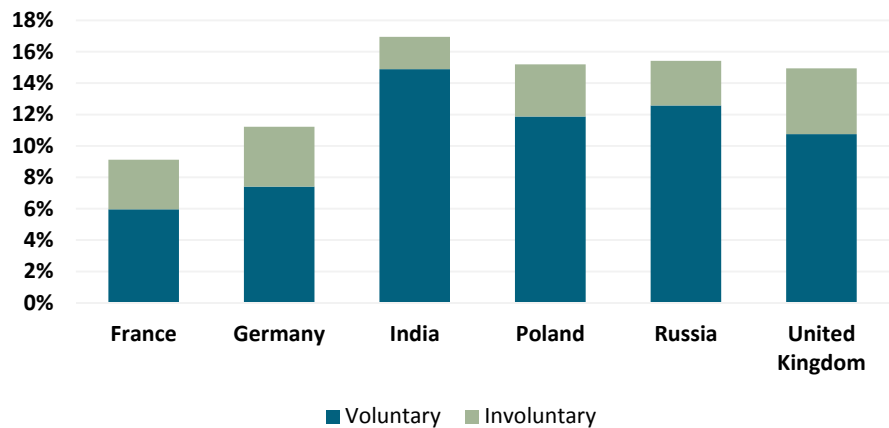
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Sales Staff Turnover

Below is an extract from Radford's Trends Report – Q2 2012 edition. Trends data for 23 countries can be obtained in the full Trends Report available to participating Radford clients.

The chart below shows voluntary and involuntary turnover figures for some key countries.

Q2 2012 Median Overall Sales Staff Turnover

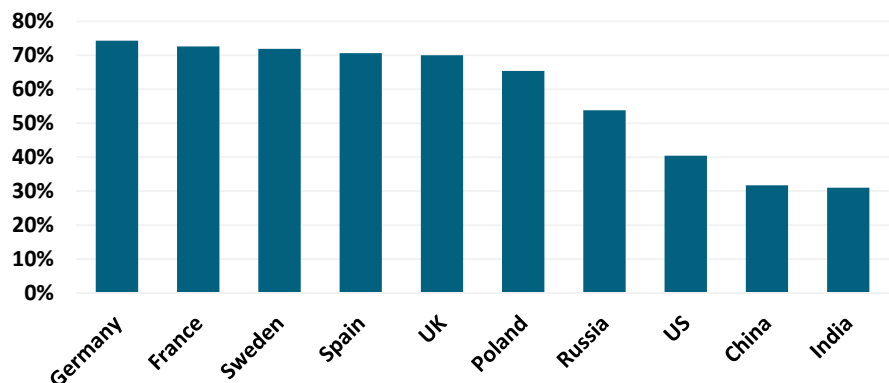


Car Plan Prevalence in Sales and Field Engineering Roles

The choice of whether to offer car plans remains an ongoing issue for many companies.

Looking at a data extract from the Radford Global Sales Survey Practices Report (below), we see that prevalence varies significantly. More than 60% of companies offer this benefit in key European locations, but at a much lower proportion in the US and emerging markets.

Percentage of companies with a car plan for sales/field engineering positions



For more information please contact emea@radford.com