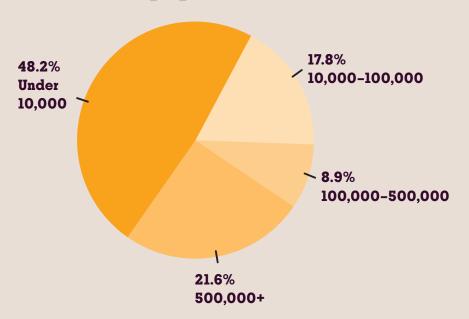
## Supply-Build Canada

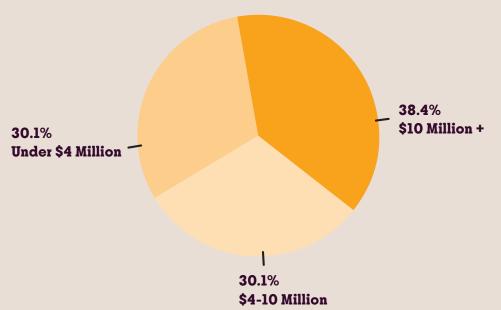
2025 Survey:
Retail Sales Manager,
Operations Manager &
Business Development
Manager Salaries

# **Supply-Build**Canada

## These survey responses came from cities with populations of:



## In 2024, the responding organizations reported Gross Sales of:



# **Supply-Build**Canada

In 2024, the average base salary for Sales Staff (not including dividends, profit sharing, or commissions) was:

\$49,818 Low: \$30,000 High: \$90,000

#### **Average Sales Staff salaries per Population Size:**

#### \$70,000 \$57.857 \$60,000 \$54,000 \$49.818 \$48,000 \$50,000 \$44,231 \$40,000 \$30,000 \$20,000 \$10,000 Under 10,000 100,000 Over **Mean Salary** 10.000 500,000 of all 100,000 500,000 Regions

#### **Average Sales Staff salaries per Province:**



Per the organizations that responded, 58% of Sales Staff receive profit sharing.

# **Supply-Build**Canada

In 2024, the average base salary for Operations Managers (not including dividends, profit sharing, or commissions) was:

\$77,743

Low: \$50,000

High: \$100,000

67% of organizations reported employing an Operations Manager.

### Average Operations Manager salaries per Population Size:

#### \$100,000 \$86.038 \$84.500 \$75,000 \$80,000 \$72,000 \$68,786 \$60,000 \$40,000 \$20,000 **Mean Salary** Under 10,000 100,000 Over 10,000 500,000 of all 100.000 500,000 Regions

### Average Operations Manager salaries per Province:



Per the organizations that responded, 70% of Operations Managers receive profit sharing.

# **Supply-Build**Canada

In 2024, the average base salary for Sales Managers (not including dividends, profit sharing, or commissions) was:

\$77,300

Low: \$40,000

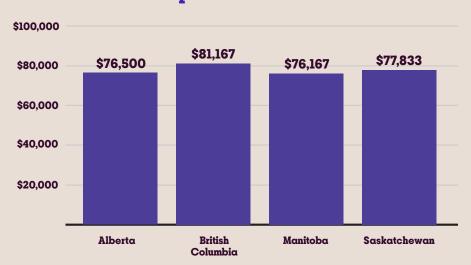
High: \$100,000

45% of organizations reported employing a Sales Manager.

## Average Sales Manager salaries per Population Size:

#### \$100,000 \$86,166 \$83,389 \$81.167 \$77,300 \$80,000 \$60,214 \$60,000 \$40,000 \$20,000 Under 10,000 100,000 Over Mean Salary 10,000 500,000 of all 500.000 100.000 Regions

### Average Sales Manager salaries per Province:



Per the organizations that responded, 68% of Sales Managers receive profit sharing.

# **Supply-Build**Canada

In 2024, the average base salary for Business Devlelopment Managers (not including dividends, profit sharing, or commissions) was:

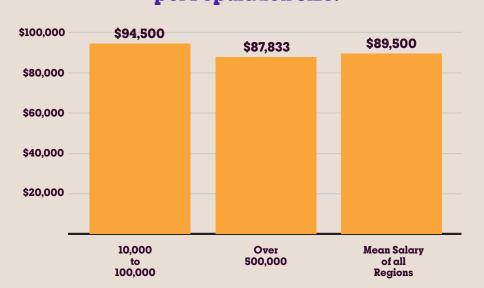
\$89,500

Low: \$70,000

High: \$100,000

7% of organizations reported employing a Business Development Manager.\*

### Average Business Development Manager salaries per Population Size:



### Average Business Development Manager salaries per Province:



Per the organizations that responded, 100% of Business Development Managers receive profit sharing.

\*Respondants had both a Sales and Business Development Manager.