



MedReps.com

3rd Annual

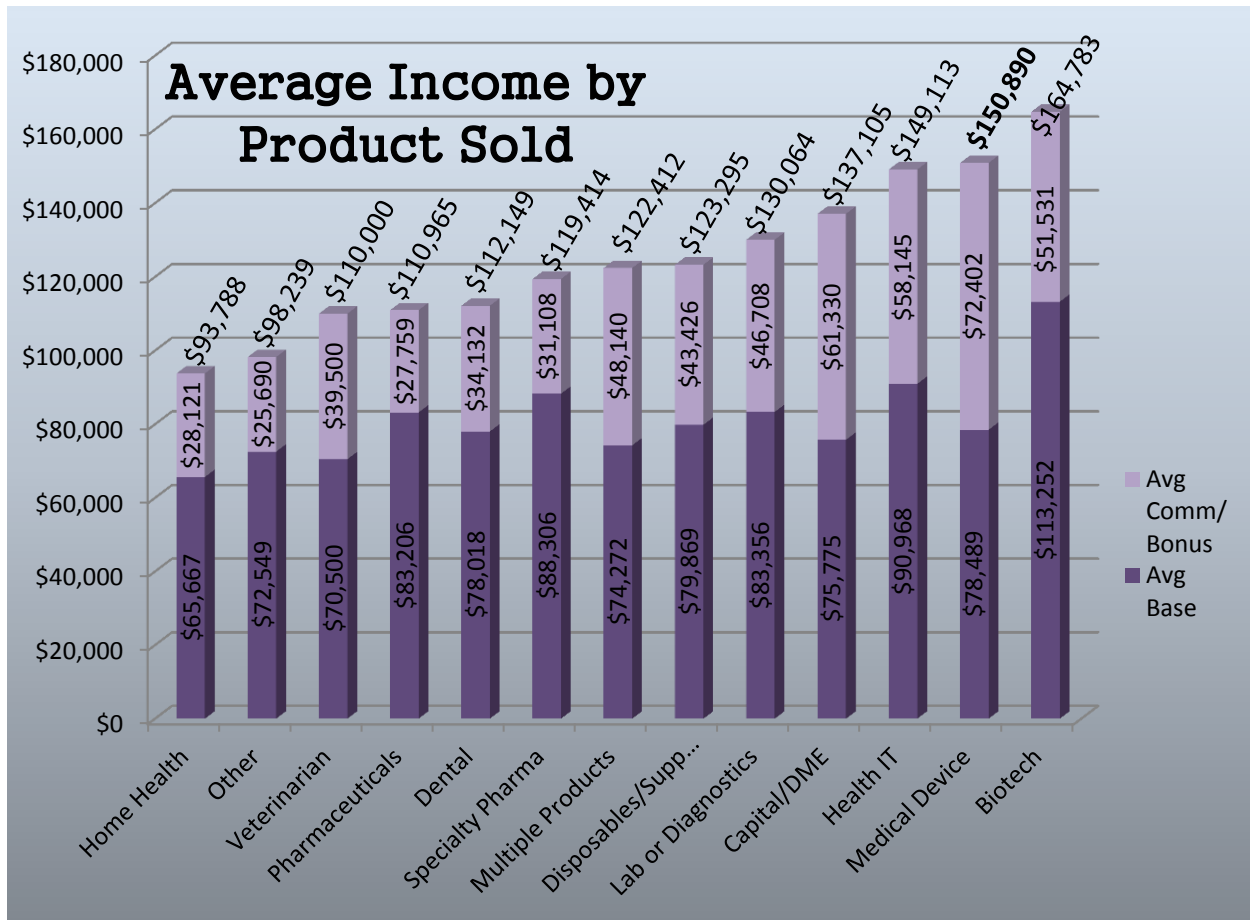
Medical Device Sales Salary Report

2013

MedReps.com conducted its 3rd Annual Medical Sales Salary Survey in April of 2013. More than 2,000 professionals currently working in medical sales anonymously shared data about their jobs, incomes, and other demographics. Professionals working in medical or surgical device made up the largest section of survey respondents (35%). With an average total compensation of \$150,890, this group of respondents earns one of the highest incomes in medical sales.

Device Respondents at a Glance

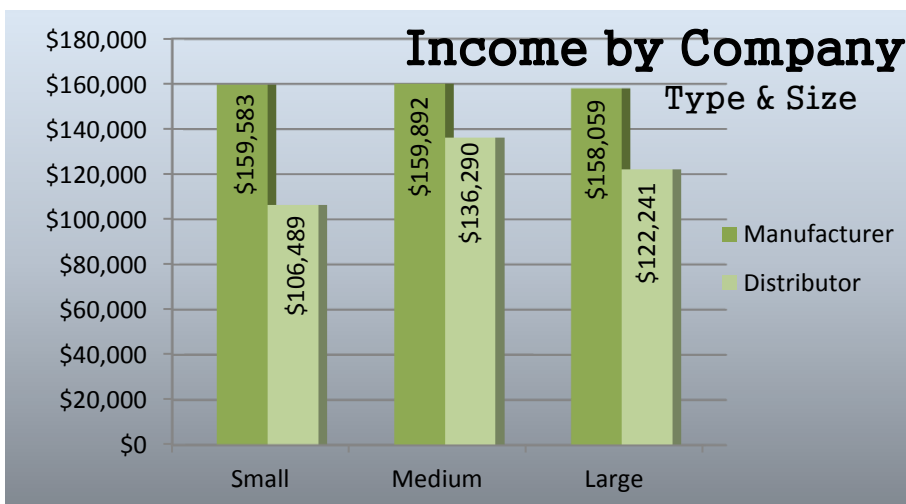
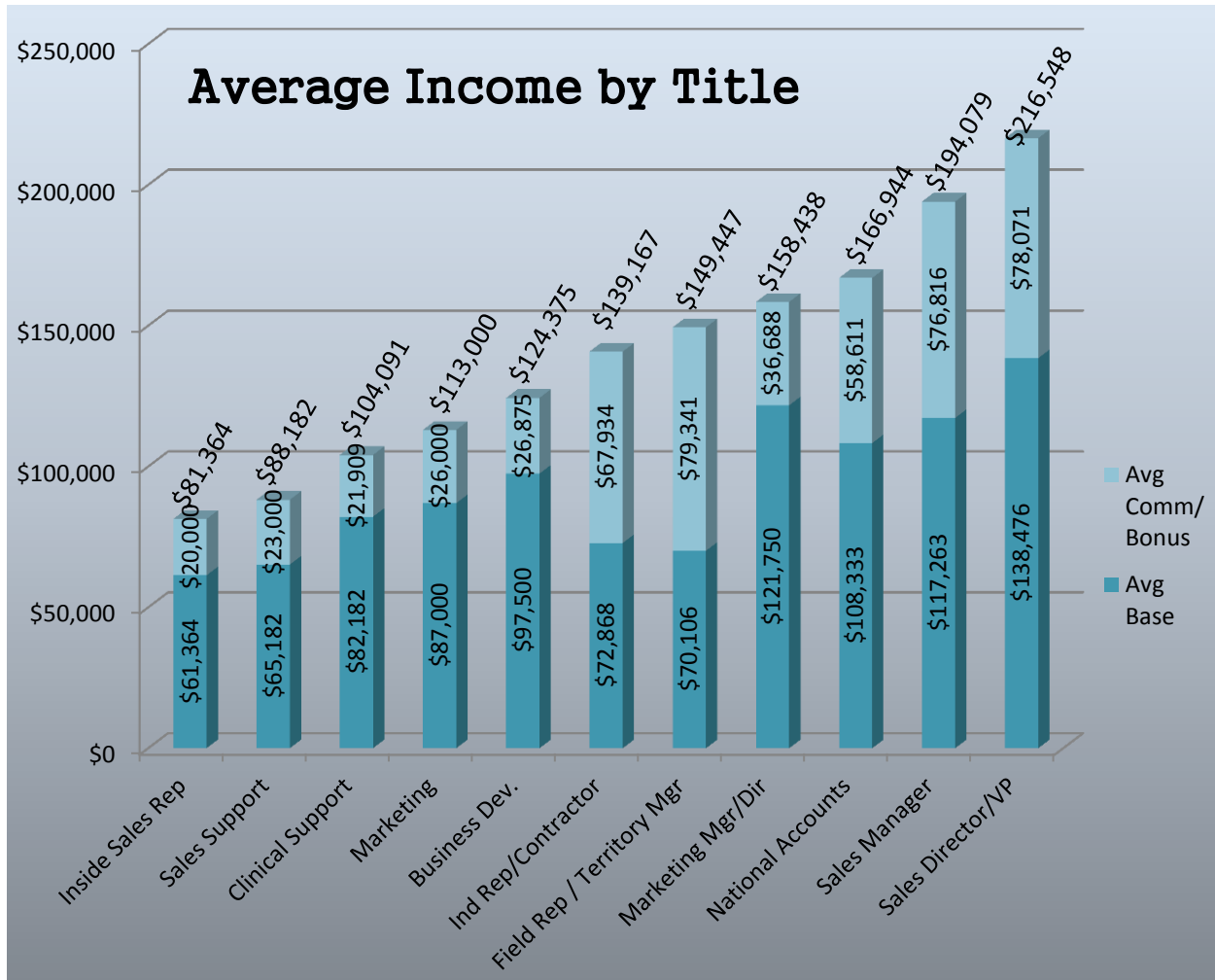
Total Number:	702
Avg. Age:	39
Avg. Experience:	9 years
Avg. Time Traveling:	20%



\$65,000 Median Base	\$135,000 Median Total
\$78,489 Average Base	\$150,890 Average Total

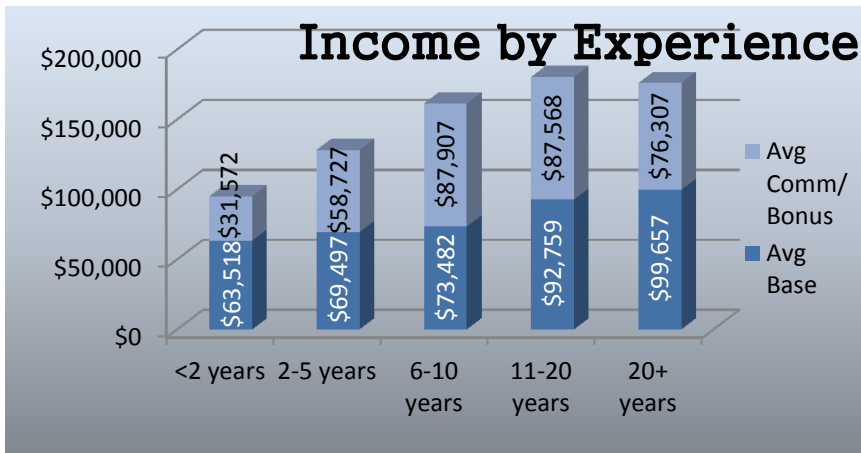
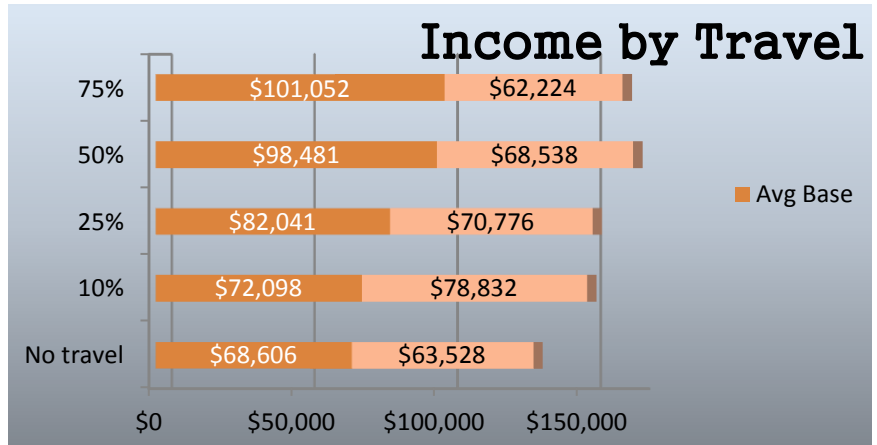
At \$150,890, the average total income reported by our survey respondents working in medical device was higher than that reported by professionals in almost any other field. Only biotech professionals earn more, and somewhat substantially so. Professional in biotech earn approximately 9% more than those in device.

More than two-thirds of our device respondents hold the title “field sales rep” or “territory manager.” This group will be interested to know that should they make the jump to management, they will see a significant impact on their incomes. Base salaries for those working as sales managers are a reported 39% higher than those in a field sales role. Sales directors and VPs earn base salaries twice as high as those in the field, but all 3 earn relatively equal commissions and bonuses.



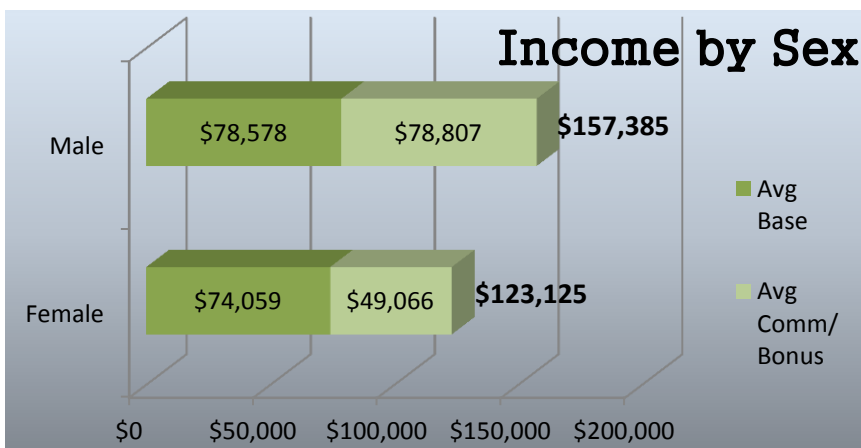
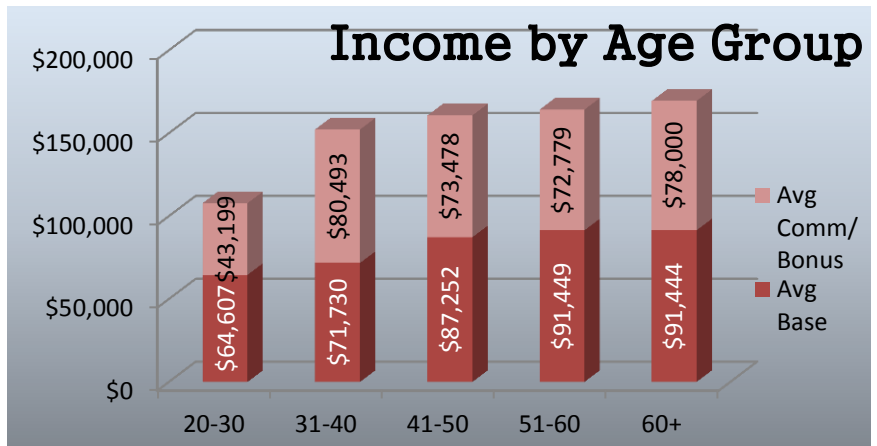
Medical device professionals working for manufacturers earn, on average, 25% more than those working for distributors. The size of the company only appears to impact earnings for those employed by distributors. Those working for medium-sized distributors earn more than other distributor employees but not more than sales professionals employed by manufacturers.

Increased overnight travel appears to correlate with an increase in earnings. Those travelling 10% and 25% of the time earn approximately 13% more than those who do not travel. And those travelling 50% and 75% of the time earn approximately 20% more.



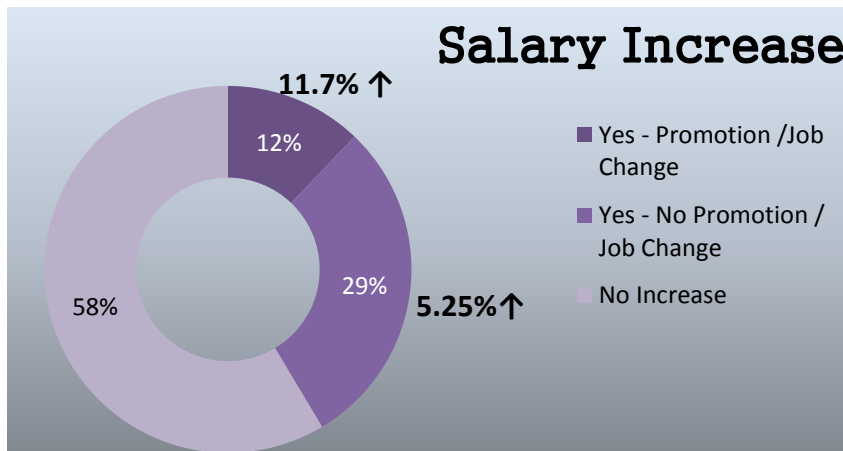
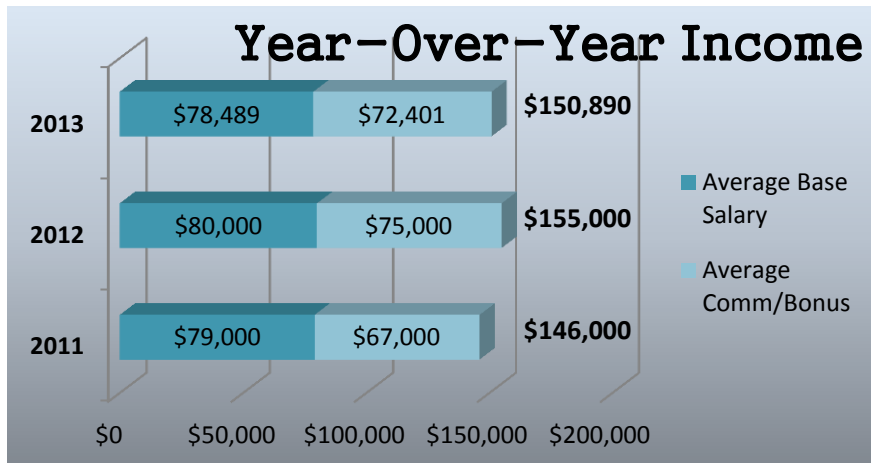
The first few years as a medical device sales rep can be tough, but those who stick with it will reap the rewards. Those with between 2 and 5 years of experience earn 26% more than those with less than 2 years. From there, incomes continue to increase with added experience – oddly, until one reaches the 20 year mark.

Income appears to increase with age. The most significant jump (29%) occurs between the 20-30 and 31-40 age groups. Afterwards, it levels off somewhat with a 2-5% increase between each age group. There were very few respondents in the 60+ category, but they report the highest earnings.



Men working in medical device earn, on average, 22% more than women. The difference may in part be explained by the fact that 90% of the med device management positions are held by men. Though somewhat discouraging, this stat isn't all that surprising considering men significantly outnumber women throughout the field. 77% of the device respondents were male.

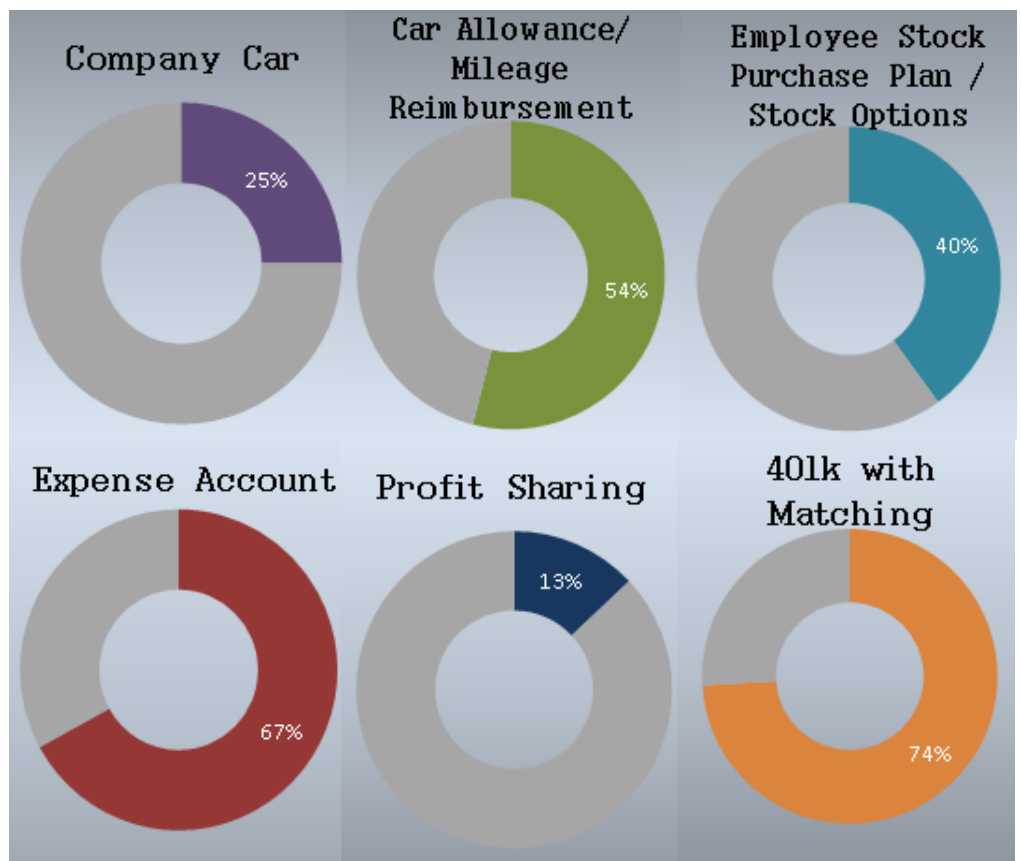
The average medical device sales salary is down nearly 3% from the average reported in the 2012 Report. However, the 2013 survey allowed for more precise answers in an attempt to produce a more accurate report. So, the small decline is likely a result of this change in methodology and not a cause for concern.



42% of device respondents received a salary increase during the previous 12 months. Those who received an increase due to a promotion or job change got an average increase of 11.7%. Those who were not promoted received an average increase of 5.2%

Med Device Perks

Three-fourths of medical device professionals contribute to a 401k and receive some kind of employer match. 1 in 4 have a company car and more than half receive a car allowance or mileage reimbursement.



For more information about medical device sales salaries and the jobs that pay them, visit