

Sales & Service	Customer Service Officer	Telesales Consultant	Team Leader	Client Services Manager	Business Development Manager
	Average Remuneration Package	Average Remuneration Package	Average Remuneration Package	Average Remuneration Package	Average Remuneration Package
NSW - Sydney (Remuneration Package Range)	45,000 40,000 - 50,000	50,000 45,000 - 60,000	70,000 65,000 - 80,000	90,000 80,000 - 100,000	100,000 80,000 - 120,000
VIC - Melbourne (Remuneration Package Range)	41,000 38,000 - 46,000	43,000 40,000 - 48,000	58,000 55,000 - 62,000	85,000 70,000 - 90,000	95,000 80,000 - 100,000
QLD - Brisbane and Gold Coast (Remuneration Package Range)	41,000 35,000 - 45,000	40,000 35,000 - 46,000	51,000 49,000 - 55,000	70,000 60,000 - 80,000	70,000 65,000 - 80,000
SA - Adelaide (Remuneration Package Range)	41,000 38,000 - 45,000	44,000 38,000 - 46,000	53,000 49,000 - 55,000	70,000 60,000 - 75,000	90,000 70,000 - 110,000
WA - Perth (Remuneration Package Range)	41,000 38,000 - 45,000	42,000 40,000 - 46,000	52,000 49,000 - 55,000	65,000 55,000 - 68,000	110,000 100,000 - 130,000
ACT - Canberra (Remuneration Package Range)	40,000 35,000 - 45,000	40,000 39,000 - 45,000	52,000 50,000 - 60,000	65,000 60,000 - 70,000	80,000 60,000 - 100,000
TAS - Hobart (Remuneration Package Range)	33,000 32,000 - 40,000	35,000 32,000 - 41,000	44,000 38,000 - 55,000	58,000 50,000 - 65,000	80,000 70,000 - 115,000
NZ - Auckland (Remuneration Package Range)	40,000 38,000 - 45,000	43,000 35,000 - 50,000	70,000 55,000 - 80,000	85,000 70,000 - 95,000	100,000 80,000 - 120,000
NZ - Christchurch / Wellington (Remuneration Package Range)	36,000 30,000 - 40,000	36,000 33,000 - 38,000	55,000 50,000 - 65,000	70,000 55,000 - 75,000	70,000 60,000 - 80,000

General Insurance Underwriting	Underwriter Support	Underwriter	Senior Underwriter	Underwriting Manager
	Average Remuneration Package	Average Remuneration Package	Average Remuneration Package	Average Remuneration Package
NSW - Sydney (Remuneration Package Range)	50,000 45,000 - 55,000	75,000 55,000 - 80,000	85,000 70,000 - 100,000	115,000 90,000 - 125,000
VIC - Melbourne (Remuneration Package Range)	50,000 45,000 - 55,000	80,000 60,000 - 85,000	90,000 70,000 - 100,000	110,000 90,000 - 125,000
QLD - Brisbane and Gold Coast (Remuneration Package Range)	50,000 45,000 - 55,000	65,000 50,000 - 70,000	75,000 65,000 - 80,000	85,000 75,000 - 95,000
SA - Adelaide (Remuneration Package Range)	46,000 38,000 - 50,000	52,000 45,000 - 55,000	60,000 55,000 - 70,000	80,000 65,000 - 85,000
WA - Perth (Remuneration Package Range)	46,000 44,000 - 52,000	65,000 55,000 - 70,000	83,000 70,000 - 95,000	95,000 76,000 - 109,000
ACT - Canberra (Remuneration Package Range)	40,000 35,000 - 45,000	50,000 45,000 - 60,000	65,000 55,000 - 70,000	70,000 60,000 - 80,000
TAS - Hobart (Remuneration Package Range)	37,000 35,000 - 42,000	45,000 40,000 - 50,000	55,000 50,000 - 60,000	65,000 60,000 - 70,000
NZ - Auckland (Remuneration Package Range)	50,000 45,000 - 55,000	75,000 60,000 - 85,000	85,000 75,000 - 110,000	98,000 90,000 - 110,000
NZ - Christchurch / Wellington (Remuneration Package Range)	38,000 35,000 - 42,000	55,000 45,000 - 65,000	70,000 60,000 - 80,000	80,000 70,000 - 95,000

General Insurance Broking	Assistant Account Executive	Account Executive	Broker
	Average Remuneration Package	Average Remuneration Package	Average Remuneration Package
<b>NSW - Sydney</b> (Remuneration Package Range)	<b>50,000</b> 38,000 - 55,000	<b>70,000</b> 60,000 - 75,000	<b>80,000</b> 70,000 - 100,000
<b>VIC - Melbourne</b> (Remuneration Package Range)	<b>50,000</b> 45,000 - 55,000	<b>65,000</b> 60,000 - 75,000	<b>80,000</b> 70,000 - 90,000
<b>QLD - Brisbane and Gold Coast</b> (Remuneration Package Range)	<b>50,000</b> 45,000 - 55,000	<b>60,000</b> 50,000 - 65,000	<b>70,000</b> 65,000 - 85,000
<b>SA - Adelaide</b> (Remuneration Package Range)	<b>42,000</b> 35,000 - 45,000	<b>52,000</b> 45,000 - 55,000	<b>75,000</b> 55,000 - 80,000
<b>WA - Perth</b> (Remuneration Package Range)	<b>53,000</b> 49,000 - 60,000	<b>65,000</b> 60,000 - 71,000	<b>85,000</b> 75,000 - 120,000
<b>ACT - Canberra</b> (Remuneration Package Range)	<b>48,000</b> 40,000 - 55,000	<b>60,000</b> 50,000 - 75,000	<b>70,000</b> 60,000 - 90,000
<b>TAS - Hobart</b> (Remuneration Package Range)	<b>38,000</b> 35,000 - 40,000	<b>48,000</b> 45,000 - 55,000	<b>60,000</b> 55,000 - 70,000
<b>NZ - Auckland</b> (Remuneration Package Range)	<b>52,000</b> 46,000 - 60,000	<b>75,000</b> 60,000 - 80,000	<b>85,000</b> 60,000 - 100,000
<b>NZ - Christchurch / Wellington</b> (Remuneration Package Range)	<b>50,000</b> 40,000 - 55,000	<b>55,000</b> 50,000 - 60,000	<b>70,000</b> 65,000 - 85,000

General Insurance Claims	Claims Officer	Senior Claims Officer	Team Leader	Claims Manager	Senior Claims Manager
	Average Remuneration Package	Average Remuneration Package	Average Remuneration Package	Average Remuneration Package	Average Remuneration Package
<b>NSW - Sydney</b> (Remuneration Package Range)	<b>50,000</b> 45,000 - 60,000	<b>65,000</b> 55,000 - 70,000	<b>73,000</b> 65,000 - 75,000	<b>85,000</b> 75,000 - 110,000	<b>110,000</b> 100,000 - 130,000
<b>VIC - Melbourne</b> (Remuneration Package Range)	<b>50,000</b> 45,000 - 55,000	<b>60,000</b> 55,000 - 65,000	<b>70,000</b> 60,000 - 75,000	<b>80,000</b> 70,000 - 90,000	<b>100,000</b> 85,000 - 110,000
<b>QLD - Brisbane and Gold Coast</b> (Remuneration Package Range)	<b>45,000</b> 40,000 - 55,000	<b>50,000</b> 45,000 - 60,000	<b>60,000</b> 55,000 - 65,000	<b>70,000</b> 65,000 - 75,000	<b>85,000</b> 75,000 - 95,000
<b>SA - Adelaide</b> (Remuneration Package Range)	<b>46,000</b> 40,000 - 50,000	<b>52,000</b> 45,000 - 55,000	<b>60,000</b> 52,000 - 65,000	<b>70,000</b> 65,000 - 75,000	<b>75,000</b> 60,000 - 80,000
<b>WA - Perth</b> (Remuneration Package Range)	<b>47,000</b> 41,000 - 49,000	<b>52,000</b> 49,000 - 55,000	<b>60,000</b> 55,000 - 65,000	<b>85,000</b> 70,000 - 90,000	<b>110,000</b> 90,000 - 125,000
<b>ACT - Canberra</b> (Remuneration Package Range)	<b>42,000</b> 35,000 - 50,000	<b>50,000</b> 45,000 - 55,000	<b>60,000</b> 55,000 - 65,000	<b>75,000</b> 70,000 - 80,000	<b>85,000</b> 80,000 - 90,000
<b>TAS - Hobart</b> (Remuneration Package Range)	<b>40,000</b> 35,000 - 45,000	<b>45,000</b> 42,000 - 48,000	<b>48,000</b> 45,000 - 55,000	<b>55,000</b> 50,000 - 65,000	<b>65,000</b> 60,000 - 80,000
<b>NZ - Auckland</b> (Remuneration Package Range)	<b>48,000</b> 42,000 - 55,000	<b>58,000</b> 50,000 - 75,000	<b>75,000</b> 60,000 - 85,000	<b>88,000</b> 75,000 - 95,000	<b>110,000</b> 85,000 - 150,000
<b>NZ - Christchurch / Wellington</b> (Remuneration Package Range)	<b>40,000</b> 35,000 - 45,000	<b>50,000</b> 45,000 - 55,000	<b>55,000</b> 50,000 - 65,000	<b>70,000</b> 60,000 - 80,000	<b>90,000</b> 80,000 - 110,000

Workers Compensation	Claims Administrator	Claims Officer	Compliance Officer	Team Leader	Manager
	Average Remuneration Package	Average Remuneration Package	Average Remuneration Package	Average Remuneration Package	Average Remuneration Package
<b>NSW - Sydney</b> (Remuneration Package Range)	<b>45,000</b> 43,000 - 49,000	<b>55,000</b> 50,000 - 60,000	<b>60,000</b> 50,000 - 65,000	<b>75,000</b> 65,000 - 90,000	<b>85,000</b> 70,000 - 100,000
<b>VIC - Melbourne</b> (Remuneration Package Range)	<b>45,000</b> 43,000 - 49,000	<b>55,000</b> 50,000 - 60,000	<b>65,000</b> 60,000 - 70,000	<b>75,000</b> 70,000 - 80,000	<b>80,000</b> 75,000 - 90,000
<b>QLD - Brisbane and Gold Coast</b> (Remuneration Package Range)	<b>40,000</b> 35,000 - 45,000	<b>60,000</b> 55,000 - 65,000	<b>60,000</b> 55,000 - 65,000	<b>65,000</b> 60,000 - 70,000	<b>75,000</b> 70,000 - 80,000
<b>SA - Adelaide</b> (Remuneration Package Range)	<b>44,000</b> 38,000 - 48,000	<b>48,000</b> 40,000 - 50,000	<b>48,000</b> 40,000 - 50,000	<b>56,000</b> 48,000 - 65,000	<b>70,000</b> 52,000 - 75,000
<b>WA - Perth</b> (Remuneration Package Range)	<b>43,000</b> 38,000 - 45,000	<b>55,000</b> 46,000 - 60,000	<b>55,000</b> 47,000 - 60,000	<b>65,000</b> 50,000 - 70,000	<b>85,000</b> 75,000 - 90,000
<b>ACT - Canberra</b> (Remuneration Package Range)	<b>45,000</b> 38,000 - 50,000	<b>48,000</b> 45,000 - 55,000	<b>45,000</b> 43,000 - 50,000	<b>55,000</b> 50,000 - 60,000	<b>65,000</b> 60,000 - 70,000
<b>TAS - Hobart</b> (Remuneration Package Range)	<b>35,000</b> 33,000 - 40,000	<b>36,000</b> 35,000 - 39,000	<b>40,000</b> 35,000 - 45,000	<b>48,000</b> 40,000 - 50,000	<b>55,000</b> 50,000 - 60,000
<b>NZ - Auckland</b> (Remuneration Package Range)	<b>43,000</b> 38,000 - 48,000	<b>52,000</b> 42,000 - 60,000	<b>58,000</b> 48,000 - 65,000	<b>70,000</b> 60,000 - 80,000	<b>85,000</b> 75,000 - 95,000
<b>NZ - Christchurch / Wellington</b> (Remuneration Package Range)	<b>35,000</b> 32,000 - 38,000	<b>45,000</b> 40,000 - 50,000	<b>50,000</b> 45,000 - 55,000	<b>55,000</b> 50,000 - 60,000	<b>75,000</b> 65,000 - 85,000

Workers Compensation	Risk Insurance Managers	RTW Officers	Injury Management Specialists	Risk Manager
	Average Remuneration Package	Average Remuneration Package	Average Remuneration Package	Average Remuneration Package
<b>NSW - Sydney</b> (Remuneration Package Range)	<b>90,000</b> 80,000 - 130,000	<b>60,000</b> 55,000 - 63,000	<b>75,000</b> 60,000 - 85,000	<b>85,000</b> 75,000 - 90,000
<b>VIC - Melbourne</b> (Remuneration Package Range)	<b>80,000</b> 70,000 - 98,000	<b>60,000</b> 55,000 - 65,000	<b>75,000</b> 60,000 - 80,000	<b>90,000</b> 80,000 - 95,000
<b>QLD - Brisbane and Gold Coast</b> (Remuneration Package Range)	<b>70,000</b> 60,000 - 80,000	<b>55,000</b> 50,000 - 60,000	<b>70,000</b> 65,000 - 75,000	<b>75,000</b> 70,000 - 80,000
<b>SA - Adelaide</b> (Remuneration Package Range)	<b>60,000</b> 50,000 - 70,000	<b>46,000</b> 38,000 - 50,000	<b>55,000</b> 50,000 - 60,000	<b>70,000</b> 55,000 - 75,000
<b>WA - Perth</b> (Remuneration Package Range)	<b>70,000</b> 60,000 - 85,000	<b>55,000</b> 50,000 - 60,000	<b>70,000</b> 65,000 - 75,000	<b>95,000</b> 80,000 - 100,000
<b>ACT - Canberra</b> (Remuneration Package Range)	<b>80,000</b> 70,000 - 95,000	<b>60,000</b> 50,000 - 65,000	<b>65,000</b> 60,000 - 70,000	<b>75,000</b> 70,000 - 80,000
<b>TAS - Hobart</b> (Remuneration Package Range)	<b>55,000</b> 50,000 - 60,000	<b>48,000</b> 45,000 - 52,000	<b>55,000</b> 50,000 - 60,000	<b>60,000</b> 55,000 - 65,000
<b>NZ - Auckland</b> (Remuneration Package Range)	<b>88,000</b> 65,000 - 110,000	<b>58,000</b> 48,000 - 65,000	<b>76,000</b> 55,000 - 80,000	<b>87,000</b> 70,000 - 100,000
<b>NZ - Christchurch / Wellington</b> (Remuneration Package Range)	<b>70,000</b> 65,000 - 80,000	<b>52,000</b> 48,000 - 58,000	<b>68,000</b> 55,000 - 75,000	<b>78,000</b> 70,000 - 90,000

Life Insurance	Customer Service Officer	Group Life Administrator	Life Insurance Consultant	Team Leader
	Average Remuneration Package	Average Remuneration Package	Average Remuneration Package	Average Remuneration Package
<b>NSW - Sydney</b> (Remuneration Package Range)	<b>40,000</b> 38,000 - 50,000	<b>45,000</b> 38,000 - 48,000	<b>55,000</b> 45,000 - 60,000	<b>75,000</b> 70,000 - 85,000
<b>VIC - Melbourne</b> (Remuneration Package Range)	<b>45,000</b> 45,000 - 50,000	<b>45,000</b> 45,000 - 50,000	<b>55,000</b> 50,000 - 60,000	<b>75,000</b> 70,000 - 80,000
<b>QLD - Brisbane and Gold Coast</b> (Remuneration Package Range)	<b>40,000</b> 37,000 - 42,000	<b>45,000</b> 40,000 - 50,000	<b>55,000</b> 50,000 - 70,000	<b>80,000</b> 70,000 - 90,000
<b>SA - Adelaide</b> (Remuneration Package Range)	<b>40,000</b> 33,000 - 42,000	<b>44,000</b> 35,000 - 48,000	<b>48,000</b> 45,000 - 50,000	<b>60,000</b> 45,000 - 70,000
<b>WA - Perth</b> (Remuneration Package Range)	<b>40,000</b> 38,000 - 42,000	<b>41,000</b> 39,000 - 44,000	<b>44,000</b> 40,000 - 46,000	<b>55,000</b> 50,000 - 60,000
<b>ACT - Canberra</b> (Remuneration Package Range)	<b>35,000</b> 34,000 - 40,000	<b>40,000</b> 38,000 - 46,000	<b>45,000</b> 40,000 - 60,000	<b>52,000</b> 40,000 - 55,000
<b>TAS - Hobart</b> (Remuneration Package Range)	<b>38,000</b> 34,000 - 40,000	<b>37,000</b> 35,000 - 40,000	<b>37,000</b> 35,000 - 40,000	<b>48,000</b> 35,000 - 60,000
<b>NZ - Auckland</b> (Remuneration Package Range)	<b>42,000</b> 38,000 - 45,000	<b>48,000</b> 42,000 - 55,000	<b>55,000</b> 50,000 - 70,000	<b>68,000</b> 55,000 - 75,000
<b>NZ - Christchurch / Wellington</b> (Remuneration Package Range)	<b>35,000</b> 33,000 - 38,000	<b>35,000</b> 33,000 - 38,000	<b>50,000</b> 40,000 - 55,000	<b>50,000</b> 40,000 - 55,000

Life Insurance	Manager	Claims Assessor	Senior Claims Assessor	Underwriter	Senior Underwriter
	Average Remuneration Package	Average Remuneration Package	Average Remuneration Package	Average Remuneration Package	Average Remuneration Package
<b>NSW - Sydney</b> (Remuneration Package Range)	<b>100,000</b> 80,000 - 110,000	<b>65,000</b> 50,000 - 70,000	<b>78,000</b> 70,000 - 85,000	<b>70,000</b> 65,000 - 75,000	<b>90,000</b> 80,000 - 100,000
<b>VIC - Melbourne</b> (Remuneration Package Range)	<b>100,000</b> 80,000 - 120,000	<b>60,000</b> 50,000 - 65,000	<b>70,000</b> 65,000 - 85,000	<b>70,000</b> 65,000 - 80,000	<b>90,000</b> 80,000 - 100,000
<b>QLD - Brisbane and Gold Coast</b> (Remuneration Package Range)	<b>100,000</b> 90,000 - 115,000	<b>55,000</b> 50,000 - 60,000	<b>60,000</b> 55,000 - 70,000	<b>70,000</b> 60,000 - 80,000	<b>90,000</b> 80,000 - 100,000
<b>SA - Adelaide</b> (Remuneration Package Range)	<b>65,000</b> 50,000 - 70,000	<b>55,000</b> 50,000 - 60,000	<b>65,000</b> 60,000 - 70,000	<b>60,000</b> 50,000 - 65,000	<b>75,000</b> 65,000 - 85,000
<b>WA - Perth</b> (Remuneration Package Range)	<b>90,000</b> 70,000 - 100,000	<b>65,000</b> 50,000 - 70,000	<b>75,000</b> 70,000 - 80,000	<b>70,000</b> 60,000 - 80,000	<b>85,000</b> 80,000 - 110,000
<b>ACT - Canberra</b> (Remuneration Package Range)	<b>65,000</b> 60,000 - 80,000	<b>55,000</b> 50,000 - 60,000	<b>65,000</b> 60,000 - 70,000	<b>60,000</b> 50,000 - 70,000	<b>75,000</b> 65,000 - 85,000
<b>TAS - Hobart</b> (Remuneration Package Range)	<b>55,000</b> 50,000 - 60,000	<b>50,000</b> 48,000 - 58,000	<b>60,000</b> 58,000 - 65,000	<b>60,000</b> 55,000 - 65,000	<b>75,000</b> 65,000 - 90,000
<b>NZ - Auckland</b> (Remuneration Package Range)	<b>88,000</b> 75,000 - 100,000	<b>56,000</b> 45,000 - 65,000	<b>68,000</b> 60,000 - 75,000	<b>68,000</b> 50,000 - 75,000	<b>85,000</b> 70,000 - 95,000
<b>NZ - Christchurch / Wellington</b> (Remuneration Package Range)	<b>70,000</b> 60,000 - 80,000	<b>45,000</b> 40,000 - 50,000	<b>55,000</b> 50,000 - 60,000	<b>65,000</b> 50,000 - 75,000	<b>85,000</b> 75,000 - 95,000