# COMPENSATION TRENDS FOR 2024 

Company optimism for hiring in the new year appears high—with nearly half of hiring decision-makers (49\%) looking to expand their employee headcount. Increased workloads drive the demand to hire, however, some companies are turning their focus inward in the hopes of maintaining their budget.

Companies that anticipate increasing their headcount in the first half of 2024 attribute these plans to:

- The need to manage increased volumes of work (54\%)
- Filling newly created positions (43\%)
- Filling positions that are open due to employee turnover (32\%)
- To get expertise in new areas (26\%)

More than a third of Canadian hiring decision-makers (36\%) say their company has open positions they cannot fill due to a variety of reasons, including a lack of applicants with:

- Necessary hard skills (45\%)
- Relevant experience (36\%)
- Necessary soft skills (26\%)



## COMPETITIVE COMPENSATION IS A KEY DIFFERENTIATOR

Nearly a quarter of Canadian hiring decision-makers (24\%) cite their company's pay not being competitive as a challenge for 2024.


The research was conducted online within Canada by The Harris Poll on behalf of the Specialized Recruiting Group, an Express Employment Professionals company, among 504 Canadian hiring decision-makers (defined as adults ages $18+$ in Canada who are employed full-time or self-employed, work at companies with more than 1 employee, and have full/significant involvement in hiring decisions at their company). The survey was conducted Oct. 31-Nov. 10, 2023. Data are weighted where necessary by company size to bring them in line with their actual proportions in the population.

## COMPENSATION TRENDS FOR 2024

The following data represents national averages for a wide variety of roles for which the Specialized Recruiting Group helps companies recruit top talent. For more detailed information about your local compensation trends, contact your Specialized Recruiting Group representative. All data within this report was generated via Indeed Hiring Insights for Canada in February 2024.

ACCOUNTING/FINANCE

| Job Title | Alverage | Min. | Max |
| :---: | :---: | :---: | :---: |
| Accountants | $\$ 61,745$ | $\$ 28,000$ | $\$ 116,000$ |
| Actuaries | $\$ 85,932$ | $\$ 28,000$ | $\$ 183,000$ |
| Auditors | $\$ 77,742$ | $\$ 30,000$ | $\$ 146,000$ |
| Bill and Account Collectors | $\$ 50,623$ | $\$ 28,000$ | $\$ 76,700$ |
| Budget Analysts | $\$ 79,806$ | $\$ 30,800$ | $\$ 107,900$ |
| Claims Adjusters, Examiners, and Investigators | $\$ 63,412$ | $\$ 28,000$ | $\$ 121,000$ |
| Credit Analysts | $\$ 60,281$ | $\$ 28,000$ | $\$ 117,000$ |
| Credit Managers | $\$ 77,163$ | $\$ 28,000$ | $\$ 200,000$ |
| Financial Analysts | $\$ 70,423$ | $\$ 28,000$ | $\$ 141,000$ |
| Finance Managers | $\$ 98,074$ | $\$ 28,000$ | $\$ 230,000$ |
| Financial Risk Managers | $\$ 105,805$ | $\$ 52,000$ | $\$ 177,000$ |
| Finance Specialists | $\$ 85,703$ | $\$ 28,000$ | $\$ 198,000$ |
| Insurance Advisors | $\$ 51,689$ | $\$ 28,000$ | $\$ 103,000$ |
| Insurance Brokers | $\$ 53,788$ | $\$ 28,000$ | $\$ 130,000$ |
| Loan Officers | $\$ 54,660$ | $\$ 28,000$ | $\$ 106,000$ |
|  | $\$ 88,601$ | $\$ 28,000$ | $\$ 224,000$ |
| Ta | $\$ 108,171$ | $\$ 54,000$ | $\$ 176,000$ |
| Tax Managers | $\$ 51,837$ | $\$ 28,000$ | $\$ 79,500$ |



ENGINEERING

| Job Title | Alvage | Min。 | Max |
| :---: | :---: | :---: | :---: |
| Aerospace Engineers | $\$ 79,616$ | $\$ 28,000$ | $\$ 149,700$ |
| Agricultural Engineers | $\$ 89,834$ | $\$ 28,000$ | $\$ 157,200$ |
| Architects | $\$ 66,705$ | $\$ 28,000$ | $\$ 124,100$ |
| Chemical Engineers | $\$ 78,409$ | $\$ 28,000$ | $\$ 126,600$ |
| Civil Engineers | $\$ 80,603$ | $\$ 28,000$ | $\$ 162,000$ |
| Computer Hardware Engineers | $\$ 86,338$ | $\$ 29,000$ | $\$ 173,000$ |
| Construction and Building Inspectors | $\$ 82,845$ | $\$ 28,000$ | $\$ 168,000$ |
| Construction Managers | $\$ 68,078$ | $\$ 29,300$ | $\$ 119,300$ |
| Drafters | $\$ 107,234$ | $\$ 36,000$ | $\$ 167,800$ |
| Electrical Engineers | $\$ 59,844$ | $\$ 28,000$ | $\$ 99,700$ |
| Engineers, All Other | $\$ 89,012$ | $\$ 28,000$ | $\$ 180,000$ |
| Environmental Engineers | $\$ 89,834$ | $\$ 28,000$ | $\$ 157,200$ |
| Health and Safety Engineers | $\$ 92,203$ | $\$ 33,000$ | $\$ 181,000$ |
| Industrial Engineers | $\$ 98,940$ | $\$ 28,000$ | $\$ 224,000$ |
| Marine Engineers and Naval Architects | $\$ 86,194$ | $\$ 33,000$ | $\$ 152,000$ |
| Materials Engineers | $\$ 92,975$ | $\$ 28,000$ | $\$ 182,000$ |
| Mechanical Engineers | $\$ 82,293$ | $\$ 38,000$ | $\$ 172,000$ |
| Mining Engineers | $\$ 115,886$ | $\$ 42,000$ | $\$ 163,000$ |
| Nuclear Engineers | $\$ 97,489$ | $\$ 50,900$ | $\$ 224,000$ |
| Petroleum Engineers | $\$ 114,665$ | $\$ 30,000$ | $\$ 400,000$ |
| Production Managers | $\$ 78,072$ | $\$ 28,000$ | $\$ 253,000$ |
| Software Engineers | $\$ 73,105$ | $\$ 28,000$ | $\$ 202,000$ |
| Surveyors | $\$ 28,000$ | $\$ 147,200$ |  |

## HUMAN RESOURCES

| Job Title | Average | Min. | Max |
| :---: | :---: | :---: | :---: |
| Benefits Managers | $\$ 73,790$ | $\$ 37,000$ | $\$ 117,000$ |
| Compensation Analysts | $\$ 82,324$ | $\$ 41,000$ | $\$ 137,000$ |
| Human Resources Generalists | $\$ 63,440$ | $\$ 28,000$ | $\$ 125,000$ |
| Human Resources Managers | $\$ 82,232$ | $\$ 33,000$ | $\$ 153,000$ |
| Labor Relations Specialists | $\$ 90,043$ | $\$ 37,000$ | $\$ 166,000$ |
| Payroll and Benefits Specialists | $\$ 73,790$ | $\$ 37,000$ | $\$ 117,000$ |
| Training and Development Managers | $\$ 74,728$ | $\$ 28,000$ | $\$ 147,000$ |

## INFORMATION TECHNOLOGY

| Job Title | Alerage | Min. | Max |
| :---: | :---: | :---: | :---: |
| Computer and Information Systems Managers | $\$ 86,800$ | $\$ 56,100$ | $\$ 175,300$ |
| Computer Programmers | $\$ 78,738$ | $\$ 33,300$ | $\$ 134,800$ |
| Data Scientists | $\$ 90,328$ | $\$ 33,000$ | $\$ 175,000$ |
| Database Administrators | $\$ 86,260$ | $\$ 28,000$ | $\$ 400,000$ |
| Database Architects | $\$ 106,041$ | $\$ 38,100$ | $\$ 400,000$ |
| Front End Developers | $\$ 84,631$ | $\$ 28,000$ | $\$ 179,000$ |
| Information Security Analysts | $\$ 84,815$ | $\$ 37,100$ | $\$ 197,200$ |
| IT Operations and Helpdesk | $\$ 65,735$ | $\$ 28,000$ | $\$ 131,000$ |
| IT Security Specialists | $\$ 96,451$ | $\$ 30,000$ | $\$ 199,000$ |
| Network Administrators | $\$ 75,058$ | $\$ 33,000$ | $\$ 133,000$ |
| Network Architects | $\$ 101,856$ | $\$ 43,000$ | $\$ 184,000$ |
| Network Security Engineers | $\$ 97,155$ | $\$ 30,000$ | $\$ 201,000$ |
| Network Support Technicians | $\$ 55,271$ | $\$ 33,400$ | $\$ 102,000$ |
| Software Developers | $\$ 93,128$ | $\$ 28,000$ | $\$ 202,000$ |
| Software Quality Assurance Analysts and Testers | $\$ 64,389$ | $\$ 28,000$ | $\$ 148,000$ |
| Technical Writers | $\$ 67,195$ | $\$ 28,000$ | $\$ 152,000$ |
| Web Developers | $\$ 65,632$ | $\$ 28,000$ | $\$ 120,800$ |

LEGAL

| Job Title | Average | Min. | Max |
| :---: | :---: | :---: | :---: |
| Law Clerks | $\$ 56,934$ | $\$ 28,000$ | $\$ 113,000$ |
| Lawyers | $\$ 99,268$ | $\$ 28,000$ | $\$ 222,000$ |
| Legal Assistants | $\$ 55,648$ | $\$ 28,000$ | $\$ 95,000$ |
| Paralegals | $\$ 66,033$ | $\$ 28,000$ | $\$ 122,000$ |

## SALES, MARKETING, AND CREATIVE

| Job Title | Average | Min. | Max |
| :---: | :---: | :---: | :---: |
| Advertising Account Executives | $\$ 64,384$ | $\$ 28,000$ | $\$ 171,000$ |
| Advertising Sales Representatives | $\$ 54,110$ | $\$ 28,000$ | $\$ 120,000$ |
| Art Directors | $\$ 84,683$ | $\$ 28,000$ | $\$ 200,000$ |
| Copywriters | $\$ 57,013$ | $\$ 28,000$ | $\$ 100,000$ |
| Creative Directors | $\$ 89,074$ | $\$ 28,000$ | $\$ 206,000$ |
| Marketing Directors | $\$ 101,973$ | $\$ 28,000$ | $\$ 220,000$ |
| Public Relations Directors | $\$ 93,831$ | $\$ 28,000$ | $\$ 227,000$ |
| Editors | $\$ 61,084$ | $\$ 28,000$ | $\$ 98,500$ |
| Graphic Designers | $\$ 52,539$ | $\$ 28,000$ | $\$ 106,300$ |
| Market Research Analysts | $\$ 62,257$ | $\$ 28,000$ | $\$ 125,100$ |
| Marketing Managers | $\$ 71,466$ | $\$ 28,000$ | $\$ 151,800$ |
| Promotions Managers | $\$ 51,006$ | $\$ 28,000$ | $\$ 92,000$ |
| Public Relations Managers | $\$ 71,644$ | $\$ 28,000$ | $\$ 150,000$ |
| Real Estate Agents | $\$ 115,056$ | $\$ 28,000$ | $\$ 323,000$ |
| Sales Engineers | $\$ 80,489$ | $\$ 28,000$ | $\$ 169,000$ |
| Sales Managers | $\$ 78,756$ | $\$ 28,000$ | $\$ 109,900$ |
| Senior Copywriters | $\$ 70,427$ | $\$ 28,000$ | $\$ 122,000$ |
| Video Editors | $\$ 49,968$ | $\$ 28,000$ | $\$ 96,700$ |

SUPPLY CHAIN/LOGISTICS

| Job Title | Average | Min. | Max |
| :---: | :---: | :---: | :---: |
| Buyers | $\$ 64,212$ | $\$ 28,000$ | $\$ 106,300$ |
| Logistics Managers | $\$ 70,351$ | $\$ 28,000$ | $\$ 138,000$ |
| Production Managers | $\$ 78,072$ | $\$ 28,000$ | $\$ 172,000$ |
| Project Management Specialists | $\$ 70,351$ | $\$ 28,000$ | $\$ 138,000$ |
| Purchasing Managers | $\$ 78,281$ | $\$ 41,300$ | $\$ 167,700$ |
| Transport Manager | $\$ 84,513$ | $\$ 45,300$ | $\$ 136,000$ |

## A DIFFERENT LEVEL OF SERVICE.

The Specialized Recruiting Group, an Express Employment Professionals company, is uniquely equipped to help you find the highly skilled talent your business needs. Our specialized recruiting methodologies and expertise allow us to attract a level of talent our competitors can't match.

Contact your Specialized Recruiting Group representative to begin planning the next steps today. Our goal is to be a trusted resource for your professional search and placement needs.

Specialized Recruiting Group offices are locally owned and operated, so our team lives and works in the community, allowing us to stay in tune with the local employment market. We have a vested interest in the success of our business community and take that responsibility seriously. The franchise business model allows us to act independently and respond quickly to your specific needs, while our international footprint gives us access to unparalleled resources and support.

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