

Channel Manager Global Salary Survey

Are you being paid your market worth? What are other channel managers in the technology industry being paid in your country or region? What can you do to improve your career and salary prospects?

The Channel Institute has conducted salary scale research for many regions worldwide. This document will provide you with insights around salary bands for your geography.

The research is not intended to be exhaustive and we plan to update it regularly, adding new countries along the way.



THE CHANNEL INSTITUTE IS THE DE FACTO LEADER IN CHANNEL BUSINESS TRAINING AND CERTIFICATION FOR THE TECHNOLOGY SECTORS WORLDWIDE.

Follow us on our social channels to make sure you receive updates on this research.

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Note: More countries and regions will be added to this research over time.

North America

USA

Research by Salary.com indicates that the average Channel Sales Manager salary in the United States is $117,387 as of February 28, 2019, but the range typically falls between $100,449 and $139,209.
(Source: https://www1.salary.com/Channel-Sales-Manager-Salary.html)

Payscale.com quotes a wider range of between $49,000 and $124,000, giving an average salary of $77,675.
(Source: https://www.payscale.com/research/US/Job=Channel_Sales_Manager/Salary)

Meanwhile, Ziprecruiter.com quotes an average salary for channel managers as $113,243.
(Source: https://www.ziprecruiter.com/Salaries/Channel-Manager-Salary)

Canada

Payscale.com indicates that the average channel sales manager salary is C$72,381. The range quoted by Payscale.com for channel managers based in Canada is between C$51,000 and C$104,000.
(Source: https://www.payscale.com/research/CA/Job=Channel_Sales_Manager/Salary)

Indeed.com quotes similar numbers for Canada. They indicate that the average salary for channel managers in Canada is C$76,050 with a range between C$20,000 and C$169,000.
(Source: https://ca.indeed.com/salaries/Channel-Manager-Salaries)

Europe

United Kingdom
According to TotalJobs.com, the average salary for Channel Manager jobs in the UK is £62,500. In February 2019, the average salary for Channel Manager jobs rose by £4,688 (92%).
(Source: https://www.totaljobs.com/jobs/channel-manager)

Glassdoor.co.uk provides a salary spectrum for channel manager jobs in the UK, ranging from £38,000 to £80,000.
(Source: https://www.glassdoor.co.uk/Salaries/channel-manager-salary-SRCH_KO0,15.htm)

Ireland
Payscale.com indicates that the average salary for a channel sales manager in Ireland is €60,700. The salary range they quote for this position in Ireland is €41,000 to €98,000.
(Source: https://www.glassdoor.ie/Salaries/channel-manager-salary-SRCH_KO0,15.htm)

The People Group are quoted on Indeed.com as guiding that the average salary for this role in Ireland is €60,958, confirming Payscale.com's number.
(Source: https://ie.indeed.com/salaries/Channel-Manager-Salaries-at-The-People-Group,-Dublin-D)

"HOW CAN I IMPROVE MY SALARY PROSPECTS?"

According to Salary.com:
"*Salary ranges can vary widely depending on many important factors, including education, certifications, additional skills, the number of years you have spent in your profession.*"

https://www1.salary.com/Channel-Sales-Manager-Salary.html

Chron.com says:
"*Obtaining a bachelor's degree can give you an advantage over other candidates. You can boost your professional credentials even further by obtaining certification.*"

https://work.chron.com/become-territory-channel-sales-manager-26073.html

Monster.com confirms:
"*Want to make more money doing the job you already have? Before you try negotiating a pay raise, you might want to think about going back to school. Getting certified in your field can often mean the difference between a middling salary and making serious dough.*"

https://www.monster.com/career-advice/article/salary-increase-certifications

Conclusion:
Step one is to get yourself certified with the Channel Institute by completing one or more of our certificate courses in channel business.

Learn more at:
www.channelinstitute.com/courses

Oceania

Australia
Payscale.com indicate that the average salary for a Channel Manager in Australia is AU$108,490. They calculate this as the median between the scale of AU$64,000 at the lower end and AU$151,000 at the upper.
(Source: https://www.payscale.com/research/AU/Job=Channel_Sales_Manager/Salary)

Middle East

Very limited data exists on salaries for channel managers across the Middle East. As we identify more sources and countries we will update this research. Please stay tuned via our social channels!

Dubai
According to Payscale.com, the average pay for a Channel Sales Manager in Duabi is AED 266,000 per year. This is made up from a range between AED68,000 and AED543,000.
(Source: https://www.payscale.com/research/AE/Job=Channel_Sales_Manager/Salary)

Saudi Arabia
According to Payscale.com, the average pay for a Channel Sales Manager in Saudi Arabia is SAR 246,000. This is made up from a range between SAR106,000 and SAR317,000.
(Source: https://www.payscale.com/research/SA/Job=Channel_Sales_Manager/Salary)

Bayt.com indicates that the average salary for a channel sales manager in Saudi Arabia is SAR231,348.
(Source: https://www.bayt.com/en/saudi-arabia/salaries/jobtitle/channel-sales-manager/)

Asia

Very limited data exists on salaries for channel managers across Asia. As we identify more sources and countries we will update this research. Please stay tuned via our social channels!

Singapore
The average salary for a channel manager in Singapore, according to Payscale.com is S$86,542. This is the median for the range they have identified between S$58,000 and S$409,000.
(Source: https://www.payscale.com/research/SG/Job=Channel_Sales_Manager/Salary)

Latin America

No data could be found on salaries for channel managers across Latin America. As we identify more sources and countries we will update this research. Please stay tuned via our social channels!

What is the Channel Institute?

The Channel Institute is the only training body in the world that provides training specifically for the channel business profession within the global technology sectors through a syllabus validated by a vendor-independent Industry Advisory Council. Learn about our online courses, how to become certified and take free trials at https://www.channelinstitute.com