## MYANMAR

## GALARY

## SURVEY

## June 2018



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## Introduction

Myanmar has been developing fast since its opening in 2011. The country offers a great potential of growth, in part thanks to its demography:

- Around 51 million inhabitants, which makes it one of the largest population in ASEAN;
- A young and active population ( $25 \%$ between 0 and 14 years old, $67.5 \%$ under 64 years old)
- $2.5 \%$ of annual urban population growth rate and $2 \%$ of annual population growth rate
- An unemployment rate under $4 \%$

Yet, despite these strengths, Myanmar is also facing tremendous challenges, partly due to its long isolation, which need to be tackled in order to allow the country to achieve its potential and to realize its objectives, as well as a sustainable development.

One of the main challenges is the human resources and the issues which are related to them: low average level of education, lack of professional skills and of experience, difficulties in implementing international standards and processes, challenging legal \& labour framework, misunderstandings in crosscultural work environments, important staff turnover, and so on.

In this context, CCI France Myanmar has decided to create a Human Resources Committee for its members. The main objective of this committee is to discuss the human resources challenges faced by companies in Myanmar and identify actions and projects which could be implemented to tackle these issues

We decided to take on this project for the following key reasons

- Myanmar doesn't have an accurate salary survey available for free, so companies have no way to see if they are under or overpaying their staff
- All businesses benefit from knowledge of salary ranges in their industry as well as other industries
- All developed markets have an accurate salary survey, but the salary surveys in Myanmar are only getting information from a small number of companies and are not an accurate representation of the market.

This Salary Survey should only be viewed as a guide. Our survey group was spread across a variety of industries and we received 243 completed responses. Yet, there were a couple of industries that are not thoroughly represented, any of these industries will be identified with "Small Survey Group" under the heading

Human Resources Committee Members


## INTERNATIONAL <br> INTERNATIONAL

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YANGON

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Vinarco


WEST INDOCHINA
MYANMAR BUSINESS ADVISORS | HR FOCUS


## PROCEDURE

This salary survey 2018 was conducted by CCI France Myanmar's Human Resources Committee, with the plan of doing it every six months. Invitation to complete the survey were sent in June 2018. Respondents were invited to submit their responses online anonymously in MMK.

Please, note what you can find the exchange rate calculator (MMK $\rightarrow$ USD) by clicking on this link: MMK to USD Conversion

They were asked to provide information about the industry to which they belong, the size of the organization in which they work, the minimum and maximum amount of their salary, the annual bonus, the commission for sales persons, the allowances and salary increase percentage for previous year, according to their respective departments and industries.

## EXECUTIVE OVERVIEW

Myanmar is one of Asia's last frontier market, promising to become the next South-East Asian rising star. After years of isolation, the country opened up in 2011 and implemented substantial reforms that established the fundamental basis for the real development of the country. Following the historic election of National League for Democracy's Aung San Suu Kyi in November 2015, the peaceful transition of power put an end to decades of military rule.

Myanmar faces important challenges that all are potential opportunities for foreign investors. Its population is the second poorest in Asia but the demographic profile of the country is also a strong catalyst for economic expansion, with more than half of the 51 million people in Myanmar aged 27 or less. Even though Myanmar was previously known as the "missing link" between China and India, it has benefited across the last five years from massive public and private investments in infrastructure, which have turned the country into a new trade outpost for investors in the region.

They were not asked any other personal, company details or company's confidential information, so that employees feel comfortable giving the accurate information. This survey is $100 \%$ anonymous and free.

We have set out the survey results by industry in alphabetical order. Each job category and level will be listed, but in some cases where these positions or levels didn't exist in the category or industry, we have removed them to improve the presentation of the survey

In some cases, we noticed that salaries were extremely low and therefore realized that some members in the survey group may not have understood the goal and therefore to ensure the survey integrity have removed that data.

If you have any questions about this survey and the results, please contact Ms. Pascaline Griffon at CCI France Myanmar via pascaline.griffon@ccifrance-myanmar.org

## 2018 SALARY outiook

## 4,800Ks

Per day of minimum wage

## 6.8\%

GDP growth rate in 2018


## KEY TRENDS

## - Salary Increments

42\% of all respondents said they saw salary increases of between 6-10\% of salary for previous year 2017.

|  | Salary Increase Percentage for Previous Year |
| :--- | :---: |
| Agriculture | $6-10 \%$ |
| Construction | $1-20 \%$ |
| Consumer Goods | $1-15 \%$ |
| Education | $1-10 \%$ |
| Financial Services | $1-15 \%$ |
| Healthcare | $6-15 \%$ |
| Hospitality | $1-15 \%$ |
| Logistics | $1-15 \%$ |
| Manufacturing | $1->20 \%$ |
| NGO / NPO | $1-20 \%$ |
| Services | $1->20 \%$ |

## - Repatriate Remuneration

47\% of the organizations in this survey employ repatriates.

| Industry | Repat Employment Rate | What is the average difference in <br> salary you pay a repat over a local <br> for the same position? |
| :--- | :---: | :---: |
| Agriculture | $33 \%$ | $30 \%$ |
| Construction | $48 \%$ | $5-40 \%$ |
| Consumer Goods | $52 \%$ | $5-20 \%$ |
| Education | $75 \%$ | $5-15 \%$ |
| Financial Services | $41 \%$ | $5-40 \%$ |
| Healthcare | $17 \%$ | $5 \%$ |
| Hospitality | $70 \%$ | $5-40 \%$ |
| Logistics | $29 \%$ | $40 \%$ |
| Manufacturing | $46 \%$ | $5-40 \%$ |
| NGO / NPO | $25 \%$ | $5-40 \%$ |
| Services | $52 \%$ | $5-40 \%$ |

## - Benefits and Allowances

For allowances like travel allowance, medical allowance and meal allowance, $53 \%$ of respondents provide transport allowance, $37 \%$ provide meal allowance and $54 \%$ provide medical allowance.

In the table below we have broken this down by industry

| Industry | Transport Allowance | Meal Allowance | Medical Allowance |
| :--- | :---: | :---: | :---: |
| Agriculture | $100 \%$ | $67 \%$ | $100 \%$ |
| Construction | $63 \%$ | $19 \%$ | $45 \%$ |
| Consumer Goods | $70 \%$ | $52 \%$ | $49 \%$ |
| Education | $80 \%$ | $40 \%$ | $40 \%$ |
| Financial Services | $41 \%$ | $41 \%$ | $77 \%$ |
| Healthcare | $83 \%$ | $33 \%$ | $50 \%$ |
| Hospitality | $52 \%$ | $62 \%$ | $43 \%$ |
| Logistics | $43 \%$ | $14 \%$ | $43 \%$ |
| Manufacturing | $69 \%$ | $31 \%$ | $46 \%$ |
| NGO / NPO | $21 \%$ | $24 \%$ | $90 \%$ |
| Services | $49 \%$ | $30 \%$ | $39 \%$ |

## - Company Size by Industry

The below table shows the sizes of organizations we reached out to by Industry.

| Industry | Size of the Organization |
| :--- | :---: |
| Agriculture | $6-1,000$ |
| Construction | $<=5-1,000$ |
| Consumer Goods | $6->=1,001$ |
| Education | $<=5-1,000$ |
| Financial Services | $<=5-1,000$ |
| Healthcare | $21-100$ |
| Hospitality | $<=5-1,000$ |
| Logistics | $11-200$ |
| Manufacturing | $<=5-1,000$ |
| NGO / NPO | $<=5-1,000$ |
| Services | $<=5->=1,001$ |

## - Fixed vs Variable Bonus

$33 \%$ of the organization in this survey are provided fixed bonus and $67 \%$ are provided variable bonus.

| Industry | Fixed | Variable |
| :--- | :---: | :---: |
| Agriculture | $67 \%$ | $100 \%$ |
| Construction | $19 \%$ | $45 \%$ |
| Consumer Goods | $52 \%$ | $49 \%$ |
| Education | $40 \%$ | $40 \%$ |
| Financial Services | $41 \%$ | $77 \%$ |
| Healthcare | $33 \%$ | $50 \%$ |
| Hospitality | $62 \%$ | $43 \%$ |
| Logistics | $14 \%$ | $43 \%$ |
| Manufacturing | $31 \%$ | $46 \%$ |
| NGO / NPO | $24 \%$ | $90 \%$ |
| Services | $30 \%$ | $39 \%$ |

- Commission or Incentive Bonus Directly Related to their Performance / Revenue Generated for Sales Staff
$69 \%$ of companies from this survey pay their sales staff commission or an incentive bonus directly related to their performance / revenue generated.

| Industry | Commission or incentive bonus paid directly related to their <br> performance / revenue generated |
| :--- | :---: |
| Agriculture | $100 \%$ |
| Construction | $71 \%$ |
| Consumer Goods | $77 \%$ |
| Education | $100 \%$ |
| Financial Services | $56 \%$ |
| Healthcare | $60 \%$ |
| Hospitality | $53 \%$ |
| Logistics | $57 \%$ |
| Manufacturing | $54 \%$ |
| NGO / NPO | $100 \%$ |
| Services | $73 \%$ |




MEMBERSHIP DIRECTORY
2018


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www.ccifrance-myanmar.org


## AGRICULTURE

POSITION
MIN (Ммк)
$\max$ (Ммк)
average salary
ANNUAL BONUS

| Executive Management |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Country Manager / Managing Director / CEO | 1.5M | 5M | 3.5M | 0.5 Month |
| CFO / COO / СTO | 1.5M | 5M | 3.2 M | 0.5 Month |
| Sales |  |  |  |  |
| Senior Sales Manager | 1.6M | 2.7M | 2M | 3 Months |
| Sales Manager | 1M | 1.6M | 1.3M | 3 Months |
| Sales Supervisor / Assistant Sales Manager | 150K | 900K | 580K | 0.5-3 Months |
| Sales Staff | 150K | 600K | 340 K | 0.5-3 Months |
| Marketing |  |  |  |  |
| Marketing Manager | 150K* | 800K | 475K | 0.5 Month |
| Marketing Supervisor / Assistant Marketing Manager | 150K | 400K | 275K | 0.5 Month |
| Marketing Staff | 150K | 250K | 200K | 0.5 Month |

*Companies have different appreciation of position titles. Therefore, some salaries might not accurately reflect the level of responsibilities.

| POSITION | $\min (\mathrm{MMK})$ | MAX (MMK) | AVERAGE SALARY | ANNUAL BONUS |
| :---: | :---: | :---: | :---: | :---: |
| Accounting \& Finance |  |  |  |  |
| Senior Accounting \& Finance Manager | 350K* | 2.5M | 1.3M | 0.5-3 Months |
| Accounting \& Finance Manager | 1.6M | 2.5M | 2M | 3 Months |
| Accounting \& Finance Supervisor / Assistant Accounting \& Finance Manager | 900K | 1.3M | 1.1M | 3 Months |
| Accounting \& Finance Specialist / Senior Accounting \& Finance | 350K | 600K | 475K | 0.5 Months |
| Accounting \& Finance Staff | 200K | 700K | 385K | 0.5-3 Months |
| Information \& Technology |  |  |  |  |
| IT Staff | 160K | 300K | 230K | 0.5 Month |
| Administration |  |  |  |  |
| Admin Manager | $350 K^{*}$ | 600K | 475K | 0.5 Month |
| Admin Supervisor / Assistant Admin Manager | 250K | 400K | 325K | 0.5 Month |
| Admin Staff | 160K | 700K* | 360K | 0.5 Month <br> 3 Months |

*Companies have different appreciation of position titles. Therefore, some salaries might not accurately reflect the level of responsibilities.

| POSITION | MIN (MMK) | MAX (MmK) | AVERAGE SALARY | ANNUAL BONUS |
| :---: | :---: | :---: | :---: | :---: |
| Human Resources |  |  |  |  |
| Senior HR Manager | 2.2M | 2.8M | 2.5M | 3 Months |
| HR Manager | 350K* | 2.8M | 1.5M | 0.5 Month 3 Months |
| HR Supervisor / Assistant HR Manager | 250K | 400K | 325K | 0.5 Month |
| HR Specialist / Senior HR | 250K | 400K | 325K | 0.5 Month |
| HR Staff | 160K | 800K | 450K | 0.5 Month 3 Months |
| Engineering |  |  |  |  |
| Engineering Staff | 200K | 400K | 300 K | 0.5 Month |
| Program Management |  |  |  |  |
| Senior Program Manager | 1.1M | 4.3M | 2.7M | 0.5 Month |
| Program Manager | 350K* | 4.3M | 1.6M | 0.5 Month |
| Program Supervisor / Assistant Program Manager | 425K | 2.1M | 1.3M | 0.5 Month |
| Program Staff | 250K | 400K | 325 K | 0.5 Month |

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## CONSUMER GOODS

CONSUMER GOODS

SALARY RANGE (PER MONTH)

POSITION
MIN (MMK)
MAX (MMK)
AVERAGE SALARY
annual bonus

| Executive Management |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Country Manager / Managing Director / CEO | 1.5M | 28M | 7.6M | 0.5 - >3 Months |
| CFO / COO / CTO | 1.5M | 28M | 8.9M | 0.5 - >3 Months |
| Sales |  |  |  |  |
| Sales Director | 1.2M | 13.5M | 3.9M | $0.5->3$ Months |
| Senior Sales Manager | 600K | 8.5M | 2.9M | $0.5->3$ Months |
| Sales Manager | 500K | 5M | 1.6M | 0.5 - >3 Months |
| Sales Supervisor / Assistant Sales Manager | 250K | 2.8M* | 820K | 0.5-3 Months |
| Sales Specialist / Senior Sales | 180K | 3M* | 724K | 0.5 - >3 Months |
| Sales Staff | 150K | 1.7M | 410K | 0.5 - >3 Months |
| Marketing |  |  |  |  |
| Marketing Director | 2M | 15M | 5.4M | 0.5 - >3 Months |
| Senior Marketing Manager | 1.2M | 8.5M | 2.8M | 0.5 - >3 Months |
| Marketing Manager | 600K | 4M | 1.9M | 0.5 - > 3 Months |
| Marketing Supervisor / Assistant Marketing Manager | 300K | 2.8M | 870K | 0.5 - >3 Months |
| Marketing Specialist / Senior Marketing | 200K | 2M | 710K | 0.5 - >3 Months |
| Marketing Staff | 130K | 2M | 535K | 0.5 - > 3 Months |
| Accounting \& Finance |  |  |  |  |
| Accounting \& Finance Director | 1.2M* | 5M | 2.4M | 0.5 - >3 Months |
| Senior Accounting \& Finance Manager | 1.5M* | 5M | 2.4M | 0.5 - >3 Months |
| Accounting \& Finance Manager | 800K | 5M | 1.9M | 0.5 - >3 Months |
| Accounting \& Finance Supervisor / Assistant Accounting \& Finance Manager | 400K | 2M | 985K | 0.5 - >3 Months |
| Accounting \& Finance Specialist / Senior Accounting \& Finance | 250K | 2M | 704K | 0.5 - >3 Months |
| $\begin{aligned} & \text { Accounting \& Finance } \\ & \text { Staff } \end{aligned}$ | 160K | 1.4M | 445K | 0.5 - >3 Months |

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POSITION MIN (MMK) MAX (MMK) AVERAGE SALARY ANNUAL BONUS

Information \& Technology

| IT Director | 6 M | 7 M | 6.5 M | 1 Month |
| :--- | :---: | :---: | :---: | :---: |
| Senior IT Manager | 600 K | 5 M | 1.9 M | $0.5->3$ Months |
| IT Manager | 600 K | 3 M | 1.6 M | $0.5-3$ Months |
| IT Supervisor / Assistant <br> IT Manager | 400 K | $2 \mathrm{M}^{*}$ | 1.7 M | $0.5-2$ Months |
| IT Specialist / <br> Senior IT | 250 K | $2.5 \mathrm{M}^{*}$ | 940 K | $0.5-2.5$ Months |
| IT Staff | 200 K | 970 K | 593 K | 0.5 Month |
| Administration |  |  |  |  |

Administration

| Senior Admin Manager | 500K* | 3M | 1.5M | 0.5->3 Months |
| :---: | :---: | :---: | :---: | :---: |
| Admin Manager | 400K | 2.6M | 1.2M | 0.5 - >3 Months |
| Admin Supervisor / Assistant Admin Manager | 300K | 1.5M* | 640K | 0.5-2.5 Months |
| Admin Staff | 150K | 1.6M* | 410K | 0.5 - >3 Months |
| Human Resources |  |  |  |  |
| HR Director | 2M | 10M | 5.5M | 1 ->3 Months |
| HR Manager | 300K* | 4.6M | 1.7M | 0.5-3 Months |
| HR Supervisor / Assistant HR Manager | 250K | 1.7M | 750K | 1 - >3 Months |
| HR Specialist / Senior HR | 300K | 1M | 500K | 0.5-2.5 Months |
| HR Staff | 150K | 740K | 320K | 1 ->3 Months |


| Facility \& Property Direc- <br> tor | 2.5 M | 5 M | 3.8 M | 1 Month |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Facility \& Property Man- <br> ager | 1.5 M | 3 M | 2.3 M | 1 Month |  |
| Facility \& Property Staff | 230 K | 500 K | 360 K | 1 Month |  |
| Legal |  |  |  |  |  |
| Legal Manager | 1.7 M | 3 M | 2.4 M | $1.5-3$ Months |  |
| Legal Specialist / Senior <br> Legal | 650 K | 1 M | 825 K |  |  |

*Companies have different appreciation of position titles. Therefore, some salaries might not accurately reflect the level of responsibilities.

POSITION
MIN (Ммк)
MAX (MMK)
AVERAGE SALARY
ANNUAL BONUS

| Supply Chain |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Supply Chain Director | 3M | 4M* | 3.5M | 1 - >3 Months |
| Senior Supply Chain Manager | 2M | 4.8M* | 3.4M | >3 Months |
| Supply Chain Manager | 1.5M | 3.5M | 2.3M | 1-3 Months |
| Supply Chain <br> Supervisor / Assistant Supply <br> Chain Manager | 300K | 1.4M | 750K | 1-2 Months |
| Supply Chain Staff | 180K | 1.2M | 450K | 1-2.5 Months |
| Procurement |  |  |  |  |
| Procurement Director | 1.5M | 1.5M* | 1.5M | 0.5 Month |
| Senior Procurement Manager | 1M | 5M* | 2M | 0.5 - >3 Months |
| Procurement Manager | 300K | $2 \mathrm{M}^{*}$ | 790K | 0.5-2 Months |
| Procurement Supervisor / Assistant Procurement Manager | 250K | 1.5M | 690K | 0.5-2 Months |
| Procurement Staff | 180K | 890K | 370K | 0.5-2 Months |
| Engineering |  |  |  |  |
| Engineering Director | 2M | $3 \mathrm{M}^{*}$ | 2.5M | 1 Month |
| Engineering Manager | 800K | 10M* | 2.2M | 0.5 ->3 Months |
| Engineering Specialist / Senior Engineering | 300K | 2.8M | 890K | 0.5 - >3 Months |
| Engineering Staff | 200K | 600K | 380K | 0.5 ->3 Months |
| Operations |  |  |  |  |
| Operations Manager | 4M | 4M | 4M | 1 Month |
| Operations Supervisor / Assistant Operations Manager | 300K* | 3.5M | 1.7M | 1 Month |
| Operations Staff | 700K* | 1M | 840K | 1 Month |



## CONSTRUCTION

SALARY RANGE (PER MONTH)

| Executive Management |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Country Manager / Managing Director / CEO | 1M | 22M | 6.2M | 0.5-3 Months |
| CFO / COO / CTO | 1.3K | 17M | 5.5M | 0.5 - >3 Months |
| Sales |  |  |  |  |
| Sales Director | 2M | 16M | 6.2 M | 0.5-3 Months |
| Senior Sales Manager | 700K | 7M | 2.3M | 0.5-2 Months |
| Sales Manager | 500K | 7M | 2.2M | 0.5-2 Months |
| Sales Supervisor / Assistant Sales Manager | 144K | 2M | 750K | 0.5-2 Months |
| Sales Specialist / Senior Sales | 144K | 1.4M | 863K | 0.5-2 Months |
| Sales Staff | 144K | 1M | 422K | 0.5-2 Months |
| Marketing |  |  |  |  |
| Marketing Director | 1.5M* | 6M* | 2.7M | 0.5-2 Months |
| Senior Marketing Manager | 4.5 M * | $7 \mathrm{M}^{*}$ | 5.7M | 0.5 Month |
| Marketing Manager | 800K | 5M | 1.5M | 0.5-1.5 Months |
| Marketing Supervisor / Assistant Marketing Manager | 500K | 1.2M | 760K | 0.5-1.5 Months |
| Marketing Staff | 180K | 800K | 420K | 0.5-2 Months |
| Accounting \& Finance |  |  |  |  |
| Accounting \& Finance Director | 1.6M | 16M | 5.6M | 0.5-3 Months |
| Senior Accounting \& Finance Manager | 700K | 4.5M | 2.4M | 0.5-2.5 Months |
| Accounting \& Finance Manager | 600K | 3.5M | 1.4M | 0.5-2.5 Months |
| Accounting \& Finance Supervisor / Assistant Accounting \& Finance Manager | 250K | 2M | 900K | 0.5-2 Months |
| Accounting \& Finance Specialist / Senior Accounting \& Finance | 300K | 2M | 670K | 0.5-2 Months |
| Accounting \& Finance Staff | 200K | 1M | 460K | 0.5-2 Months |

*Companies have different appreciation of position titles. Therefore, some salaries might not accurately reflect the level of responsibilities.

| POSITION | MIN (MMK) | MAX (MMK) | AVERAGE SALARY | annual bonus |
| :---: | :---: | :---: | :---: | :---: |
| Information \& Technology |  |  |  |  |
| Senior IT Manager | 1M | $2 \mathrm{M}^{*}$ | 1.5M | 0.5-1 Month |
| IT Manager | 500K | $3 M^{*}$ | 1.6M | 0.5-2 Months |
| IT Supervisor / Assistant IT Manager | 500K | 2M | 860K | 0.5-2 Months |
| IT Specialist / Senior IT | 350K | 1.5M | 760K | 0.5-1 Month |
| IT Staff | 300K | 900K | 550K | 1-2 Months |
| Administration |  |  |  |  |
| Admin Director | 1.8M | 10M | 6M | 0.5-1 Month |
| Senior Admin Manager | 1M | 1.5 M * | 1.4M | 0.5-1 Month |
| Admin Manager | 500 K | $2 \mathrm{M}^{*}$ | 900 K | 0.5-2 Months |
| Admin Supervisor / Assistant Admin Manager | 300K | 1.5M* | 620K | 0.5-2 Months |
| Admin Staff | 150K | 700K | 350 K | 0.5-2 Months |
| Human Resources |  |  |  |  |
| HR Director | 3M | 11M | 7.3M | 0.5-2 Months |
| Senior HR Manager | 1.2M | 2M* | 1.5M | 1 Month |
| HR Manager | 700K | 3.5 M * | 1.4M | 0.5-2 Months |
| HR Supervisor / Assistant HR Manager | 300K | $2 \mathrm{M}^{*}$ | 760K | 0.5-2 Months |
| HR Specialist / Senior HR | 300K | 1.2M | 580K | 0.5-1 Month |
| HR Staff | 200K | 800K | 380K | 1-2 Months |
| Facility \& Property Management |  |  |  |  |
| Facility \& Property Manager | 700K | 2.5M | 1.8M | 0.5-2 Months |
| Facility \& Property Supervisor / Assistant Facility \& Property Manager | 500K | 800K | 650K | 2 Months |
| Facility \& Property Staff | 200K | 750K | 475K | 1 Month |

*Companies have different appreciation of position titles. Therefore, some salaries might not accurately reflect the level of responsibilities.

| POSITION | MIN (MMK) | MAX (MMK) | AVERAGE SALARY | annual bonus |
| :---: | :---: | :---: | :---: | :---: |
| Legal |  |  |  |  |
| Senior Legal Manager | 2M | 2.5M | 2.2M | 2 Months |
| Legal Manager | 1.5M | 2M | 1.7M | 2 Months |
| Legal Specialist / Senior Legal | $350 \mathrm{~K}^{*}$ | 2M | 1.2M | 1 Month <br> 2 Months |
| Legal Staff | $800 \mathrm{~K}^{*}$ | 1.2M | 1M | 2 Months |
| Supply Chain |  |  |  |  |
| Senior Supply Chain Manager | 2.5M | 3.5M* | 3M | 2 Months |
| Supply Chain Manager | 2M | 2.5M* | 2.2M | 1.5 Months |
| Supply Chain Supervisor / Assistant Supply Chain Manager | 1M | 2M | 1.4M | 1-2 Months |
| Supply Chain Staff | 350K | 1M | 600K | 1-1.5 Months |
| Procurement |  |  |  |  |
| Senior Procurement Manager | 6M | 8M | 7.4M | 1 Month |
| Procurement Manager | 600K | 4M | 1.7M | 0.5-2 Months |
| Procurement Supervisor / Assistant Procurement Manager | 300K | 1.7M | 875K | 0.5-2 Months |
| Procurement Staff | 150K | 1M | 500K | 0.5-2 Months |
| Engineering |  |  |  |  |
| Engineering Director | 1.8M | 15M | 5.5M | 0.5-3 Months |
| Engineering Manager | 700K | 5M | 1.8M | 0.5-2 Months |
| Engineering Specialist / Senior Engineering | 400K | 3M | 1M | 0.5-2 Months |
| Engineering Staff | 250K | 1M | 500K | 0.5-2 Months |
| Operations |  |  |  |  |
| Operations Supervisor / Assistant Operations Manager | 700K | 1.6M | 990K | 0.5 - >3 Months |
| Operations Staff | 300K | 700K | 560K | 0.5-1 Month |

*Companies have different appreciation of position titles. Therefore, some salaries might not accurately reflect the level of responsibilities.

## Training Catalogue

2018

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## EDUCATION - Small Survey Group

SALARY RANGE (PER MONTH)

POSITION
MIN (MMK)
MAX (MMK)
AVERAGE SALARY
ANNUAL BONUS

| Executive Management |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Country Manager / Managing Director / CEO | 1M | 9M | 3M | 0.5 - >3 Months |
| CFO / COO / CTO | 1M | 9M | 5M | 0.5 ->3 Months |
| Sales |  |  |  |  |
| Sales Director | 700K* | 2.5 M | 1.5M | 0.5 - >3 Months |
| Senior Sales Manager | 600K* | 800K | 675K | 1 ->3 Months |
| Sales Manager | 600K | $600 \mathrm{~K}^{*}$ | 600K | >3 Months |
| Sales Supervisor / Assistant Sales Manager | 400K | 650K* | 500K | 1 - >3 Months |
| Sales Specialist / Senior Sales | 400K | 600K | 450K | 1 - >3 Months |
| Sales Staff | 200K | 500K | 320K | 0.5->3 Months |
| Marketing |  |  |  |  |
| Marketing Director | 4M | 5.5M | 4.7M | 0.5 Month |
| Marketing Manager | 3M | 5M | 4M | 2 Months |
| Marketing Supervisor / Assistant Marketing Manager | 800K | 1.2M | 1M | 0.5-1.5 Months |
| Marketing Specialist / Senior Marketing | 500K | 1M | 750K | 0.5 Month |
| Marketing Staff | 200K | 400K | 300K | 0.5 Month |

*Companies have different appreciation of position titles. Therefore, some salaries might not accurately reflect the level of responsibilities.

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| POSITION | MIN (MMK) | MAX (МMK) | AVERAGE SALARY | ANNUAL BONUS |
| :---: | :---: | :---: | :---: | :---: |
| Human Resources |  |  |  |  |
| HR Director | 1.3M | 3M | 2M | 0.5-1 Month |
| Senior HR Manager | 600K* | 2M | 1.3 M | >3 Months |
| HR Manager | $600 \mathrm{~K}^{*}$ | 2M | 1.3M | 1.5 - >3 Month |
| HR Supervisor / Assistant HR Manager | 800K* | 900K | 850K | 1 Month |
| HR Specialist / Senior HR | 500K | 750K | 625K | 0.5 Month |
| HR Staff | 250K | 650K | 420K | $1->3$ Months |
| Engineering |  |  |  |  |
| Engineering Specialist / Senior Engineering | 500K | 550K | 525K | 1 Month |
| Engineering Staff | 300K | 350K | 325K | 1 Month |

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## FINANCIAL SERVICES

FINANCIAL SERVICES

SALARY RANGE (PER MONTH)

POSITION
MIN (MMK)
$\max$ (Ммк)
AVERAGE SALARY
annual bonus

| Executive Management |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Country Manager / Managing Director / CEO | 900K | 14M | 5.2M | 0.5-3 Months |
| CFO / COO / CTO | 1.3M | 13M | 3.6M | 0.5-3 Months |
| Sales |  |  |  |  |
| Sales Director | 1.4M | 6M | 2.6M | 0.5-3 Months |
| Senior Sales Manager | 770K | 2 M * | 1.4 M | 1-2.5 Months |
| Sales Manager | 660K | $3 \mathrm{M}^{*}$ | 1.5M | 0.5-3 Months |
| Sales Supervisor / Assistant Sales Manager | 200K | 1.5M | 615K | 0.5-1 Month |
| Sales Specialist / Senior Sales | 250K | 600K* | 450K | 0.5-1 Month |
| Sales Staff | 140K | $1 \mathrm{M}^{*}$ | 420K | 0.5-2 Months |
| Marketing |  |  |  |  |
| Senior Marketing Manager | 500K* | 5M | 2M | $1->3$ Months |
| Marketing Manager | 400K* | 2M | 1M | 0.5-3 Months |
| Marketing Supervisor / <br> Assistant Marketing Manager | 1.2M* | 1.5M | 1.3M | 1 Month |
| Marketing Specialist/ Senior Marketing | 500K | 750K | 624K | 3 Months |
| Marketing Staff | 250K | 600K | 380K | 0.5-3 Months |
| Accounting \& Finance |  |  |  |  |
| Accounting \& Finance Director | 500K* | 7M* | 4M | 1-1.5 Months |
| Senior A\&F Manager | 500K* | $10 \mathrm{M}^{*}$ | 2.7M | 1-3 Months |
| Accounting \& Finance Manager | 400K* | 3.5M | 1.6M | 0.5-2.5 Months |
| A\&F Supervisor / Assistant A\&F Manager | 400K | 2M | 1.1M | 0.5-2 Months |
| Accounting \& Finance Specialist / Senior Accounting \& Finance | 600K | 1.2M* | 850K | 0.5-3 Months |
| Accounting \& Finance Staff | 200K | 1.6M* | 600K | 0.5-3 Months |

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| POSITION | MIN (MMK) | MAX (MMK) | AVERAGE SALARY | ANNUAL BONUS |
| :---: | :---: | :---: | :---: | :---: |
| Information \& Technology |  |  |  |  |
| Senior IT Manager | 700K | 3.5M | 1.5M | 1-1.5 Months |
| IT Manager | 500K | 2M | 1.1M | 0.5-3 Months |
| IT Supervisor / Assistant IT Manager | 350K | $2 \mathrm{M}^{*}$ | 780K | 0.5-2.5 Months |
| IT Specialist/ Senior IT | 300K | $3 \mathrm{M}^{*}$ | 1M | 1 Month <br> 3 Months |
| IT Staff | 200K | 1M | 430K | 0.5 Month 3 Months |
| Administration |  |  |  |  |
| Senior Admin Manager | 770K | 2.5M* | 1.7M | 1-1.5 Months |
| Admin Manager | 440K | $3 \mathrm{M}^{*}$ | 1.4M | 0.5-2 Months |
| Admin Supervisor / Assistant Admin Manager | 280K | 350K* | 310K | 1 Month |
| Admin Staff | 200K | 1.3M* | 500K | 0.5-2.5 Months |
| Human Resources |  |  |  |  |
| Senior HR Manager | 700K* | 3.5M | 1.7M | 1-1.5 Months |
| HR Manager | 450K* | 3M | 1.5M | 0.5-3 Months |
| HR Supervisor / Assistant HR Manager | 300K | 1.5M | 870K | 1 Month |
| HR Specialist / Senior HR | 340K | 800K* | 560K | 1-2.5 Months |
| HR Staff | 230K | $1 \mathrm{M}^{*}$ | 420K | 0.5-3 Months |
| Facility \& Property Management |  |  |  |  |
| Facility \& Property Manager | 1.6M | 1.8 M | 1.7M | 3 Months |

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| POSITION | MIN (MMK) | MAX (MMK) | AVERAGE SALARY | AnNuAL bonus |
| :---: | :---: | :---: | :---: | :---: |
| Legal |  |  |  |  |
| Legal Manager | 500K | 6M | 2.4M | 1 Month <br> 3 Months |
| Legal Specialist / Senior Legal | 700K | 800K | 750K | 2 Months |
| Supply Chain |  |  |  |  |
| Supply Chain Manager | 3.5M | 4M | 3.7M | 3 Months |
| Engineering |  |  |  |  |
| Engineering Specialist / Senior Engineering | 1M | 1.5M | 1.2M | 1.5 Months |
| Engineering Staff | 600K | 1.1M | 850K | 1.5 Months |
| Operations |  |  |  |  |
| Senior Operations Manager | 770K | 3.5M | 1.8M | 0.5 Month <br> 1 Month |
| Operations Manager | 250K* | 1.5M | 1.3M | 1 Month |
| Operations Supervisor / Assistant Operations Manager | 300K | 1.4M | 730K | 0.5-1 Month |
| Operations Staff | 200K | 400K | 245K | 1 Month |

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POSITION MIN (MMK) MAX (MMK) AVERAGE SALARY ANNUAL BONUS

## HEALTHCARE

| Executive Management |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Country Manager / Managing Director / CEO | 2M | 12M | 5.9M | 1-3 Months |
| CFO / COO / CTO | 2M | 4M | 3.2 M | 1-3 Months |
| Sales |  |  |  |  |
| Sales Director | 1M | $2 \mathrm{M}^{*}$ | 1.4M | >3 Months |
| Senior Sales Manager | 800K | 4.5M* | 2M | $1->3$ Months |
| Sales Manager | $500 \mathrm{~K}^{*}$ | 3M | 1.5M | 1->3 Months |
| Sales Supervisor / Assistant Sales Manager | 500K | 1.7M | 1M | 1->3 Months |
| Sales Specialist / Senior Sales | 500K | 1.1M | 740K | 1->3 Months |
| Sales Staff | 300K | 900K | 500k | 1-3 Months |
| Marketing |  |  |  |  |
| Marketing Director | 1.2M | 9M | 5.1M | >3 Months |
| Senior Marketing Manager | 800K | 3.5M | 1.9M | $1->3$ Months |
| Marketing Manager | 800K | 2.5M | 1.6M | $1->3$ Months |
| Marketing Supervisor / <br> Assistant Marketing Manager | 600K | 1.5M | 1M | 1-2.5 Months |
| Marketing Staff | 300K | 800K | 390k | 1-3 Months |

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| POSITION | MIN (MMK) | MAX (MmK) | AVERAGE SALARY | AnNuAL bonus |
| :---: | :---: | :---: | :---: | :---: |
| Accounting \& Finance |  |  |  |  |
| Accounting \& Finance Director | 2.5M | 5M | 3.5M | 1 Month |
| Senior Accounting \& Finance Manager | 600K* | 3M | 1.9M | 1-3 Months |
| Accounting \& Finance Manager | 800K | 1M | 800K | 3 Months |
| Accounting \& Finance Specialist / Senior Accounting \& Finance | 500K | 800K | 590k | 1-3 Months |
| Accounting \& Finance Staff | 300K | 800K | 430K | 1-3 Months |
| Information \& Technology |  |  |  |  |
| Senior IT Manager | 800K | 1M | 900K | 3 Months |
| IT Specialist/ <br> Senior IT | 300K | 500K | 350K | 3 Months |
| IT Staff | 300K | 500K | 400K | 3 Months |
| Administration |  |  |  |  |
| Senior Admin Manager | 1M | 1.5M | 1.2M | 3 Months |
| Admin Supervisor / Assistant Admin Manager | 400K | 800K | 500K | 3 Month |
| Admin Staff | 300K | 600K | 380K | 0.5-3 Months |
| Human Resources |  |  |  |  |
| Senior HR Manager | 700K | 2M | 1.1M | 2.5-3 Months |
| Facility \& Property Management |  |  |  |  |
| Senior Facility \& Property Manager | 500K* | 650K | 575K |  |
| Facility \& Property Staff | 180K | 250K | 215K |  |

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POSITION MIN (MMK) MAX (MMK) AVERAGE SALARY ANNUAL BONUS

## Supply Chain

| Supply Chain <br> Director | 2.5 M | 3.5 M | 3 M | 1 Month |
| :--- | :---: | :---: | :---: | :---: |
| Senior Supply Chain <br> Manager | 1 M | 1.5 M | 1.2 M | 3 Months |
| Supply Chain <br> Manager | 800 K | 1 M | 900 K | 3 Months |
| Supply Chain <br> Supervisor /Assistant Supply <br> Chain Manager | 500 K | 800 K | 650 K | 1 Month |
| Supply Chain <br> Staff | 300 K | 500 K | 400 K | 3 Months |

Procurement

| Senior Procurement <br> Manager | $900 \mathrm{~K}^{*}$ | $1.1 \mathrm{M}^{*}$ | 1 M |  |
| :--- | :---: | :---: | :---: | :---: |
| Procurement Manager | $2 \mathrm{M}^{*}$ | $2.5 \mathrm{M}^{*}$ | 2.2 M | 0.5 Month |
| Procurement Supervisor / <br> Assistant Procurement Man- <br> ager | 500 K | 650 K | 575 K |  |
| Procurement Staff | 400 K | 500 K | 450 K |  |
| Engineering | 2 M | 3 M | 2.5 M | 3 Months |
| Engineering Director | 700 K | 1.5 M | 1.1 M | $1-3$ Months |
| Engineering Manager | 500 K | 1 M | 660 K | $1-3$ Months |
| Engineering Specialist / Sen- <br> ior Engineering | 300 K | 800 K | 437 K | 3 Months |
| Engineering Staff |  |  |  |  |

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Presentation Guide of
Myanmar Groups
2018


YOUR COMPANY'S STRENGTH


## HOSPITALITY

| Executive Management |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Country Manager / Managing Director / CEO | 800K | 20M* | 6.3M | 1-2 Months |
| CFO / COO / CTO | 1.5M | 40M* | 7M | 1-2 Months |
| Sales |  |  |  |  |
| Sales Director | 1.5M | 6M | 3.1M | 0.5-2.5 Months |
| Senior Sales Manager | 500K* | 3.2M | 1.4M | 1 - >3 Months |
| Sales Manager | 200K* | 3M | 1M | 1-2.5 Months |
| Sales Supervisor / Assistant Sales Manager | 300K | 1.8M | 650K | 0.5-2.5 Months |
| Sales Specialist / Senior Sales | 250K | 1.2M | 490K | 0.5-2.5 Months |
| Sales Staff | 150K | 850K | 310 K | 0.5-2.5 Months |
| Marketing |  |  |  |  |
| Marketing Director | 1.5M | 10M | 3.9M | 1-2 Months |
| Senior Marketing Man- ager | 1M | 4M | 2.2M | 1-2 Months |
| Marketing Manager | 600 K | 4M | 1.9M | 1-2 Months |
| Marketing Supervisor / Assistant Marketing Manager | 270K | 1.2M* | 630K | 1-2 Months |
| Marketing Specialist / Senior Marketing | 350K | 1.8M* | 940K | 1-2 Months |
| Marketing Staff | 180K | 800K | 330 K | 1-2.5 Months |
| Accounting \& Finance |  |  |  |  |
| Accounting \& Finance Director | 1.2M | 7.5M | 3.4M | 1-2 Months |
| Senior Accounting \& Finance Manager | 650K* | 5M | 2.4M | 0.5-2 Months |
| Accounting \& Finance Manager | 700K | 4M | 1.5M | 1-2.5 Months |
| Accounting \& Finance Supervisor / Assistant Accounting \& Finance Manager | 400K | 1.4M | 680K | 0.5-2 Months |
| Accounting \& Finance Specialist / Senior Accounting \& Finance | 200K | 900K* | 540K | 0.5-2 Months |
| Accounting \& Finance Staff | 150K | 1.6M* | 420K | 1-2.5 Months |

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| POSITION MIN | MIN (MMK) | MAX (MMK) | AVERAGE SALARY | ANNUAL Bonus |
| :---: | :---: | :---: | :---: | :---: |
| Information \& Technology |  |  |  |  |
| IT Director | 3.5M | 4.5M | 4M | 0.5 Month |
| Senior IT Manager | 3.5M | 3.6M | 3.5M | 1.5 Months |
| IT Manager | 700K | 3M | 1.7M | 0.5-2 Months |
| IT Supervisor / Assistant IT Manager | 400K | 2M | 720K | 0.5-2 Months |
| IT Specialist/Senior IT | 150K | 800K | 365K | 0.5-2.5 Months |
| IT Staff | 150K | 800K | 280K | 0.5-2 Months |
| Administration |  |  |  |  |
| Senior Admin Manager | 4M | 6.5M | 5.2M | 2 Months |
| Admin Manager | 700K | 1.6M | 1M | 1 Month |
| Admin Supervisor / Assistant Admin Manager | 300K | 1.2M | 610K | 1-1.5 Months |
| Admin Staff | 150K | 600K | 290K | 1-2 Months |
| Human Resources |  |  |  |  |
| HR Director | 2M | 6M | 3.9M | 1-1.5 Months |
| Senior HR Manager | 1M | $2 \mathrm{M}^{*}$ | 1.6M | 1.5-2 Months |
| HR Manager | 700K | $3 M^{*}$ | 1.5M | 0.5-2.5 Months |
| HR Supervisor / Assistant HR Manager | 300K | 2M | 830K | 0.5-2 Months |
| HR Specialist/Senior HR | 230K | 650K* | 470K | 0.5-2 Months |
| HR Staff | 150K | 800K* | 300K | 0.5-2.5 Months |
| Supply Chain |  |  |  |  |
| Senior Supply ChainManager | 1.5M | 2.5M | 1.8M | 1-2 Months |
| Supply Chain Manager | 1M | 1.8M | 1.4M | 1 Month |
| Supply Chain Supervisor / Assistant Supply Chain Manager | 600K | 900K | 750K | 1 Month |
| Supply Chain Staff | 300K | 300K | 300K | 1 Month |

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POSITION MIN (MMK) MAX (MMK) AVERAGE SALARY ANNUAL BONUS

| Procurement |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Procurement Director | 3M | 4.5M | 3.7M | 1 Month |
| Procurement Manager | 1M | 1.8M | 1.4M | 0.5-2 Months |
| Procurement Supervisor / Assistant Procurement Manager | 150K | 1.2M | 640K | 1-2.5 Months |
| Procurement Staff | 150K | 700K | 300K | 0.5-2.5 Months |
| Engineering |  |  |  |  |
| Engineering Director | 4M | 6M | 4.7M | 1-1.5 Months |
| Engineering Manager | 750K | 3M | 1.4M | 0.5-2.5 Months |
| Engineering Specialist / Senior Engineering | 350K | 2M | 790K | 0.5-2.5 Months |
| Engineering Staff | 150K | 1.5M | 430K | 0.5-2.5 Months |
| F \& B |  |  |  |  |
| F \& B Director | 2.5M | 6.7M | 4.6M |  |
| Senior F \& B <br> Manager | 1M | 3M | 1.7M | 1-1.5 Months |
| F \& B Manager | 400K* | 2M | 1.2M | 1-2.5 Months |
| $F \& B$ Supervisor / Assistant $F$ \& B Manager | 200K | 2M* | 520K | 0.5-2 Months |
| F \& B Staff | 150K | 2.5 M * | 430K | 0.5-2.5 Months |
| Operations |  |  |  |  |
| Senior Operations Manager | 1M | $3 \mathrm{M}^{*}$ | 2.4M | 1-3 Months |
| Operations Manager | 600K | $4 M^{*}$ | 1.5M | 1-2.5 Months |
| Operations Supervisor / Assistant Operations Manager | 400K | 1.2M* | 700K | 1-2 Months |
| Operations Staff | 150K | 1.5M* | 400K | 0.5-2.5 Months |

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## LOGISTICS

## LOGISTICS - Small Survey Group

POSITION
MIN (ММК)
MAX (МмК)
AVERAGE SALARY
annual bonus

| Executive Management |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Country Manager / Managing Director / CEO | 1M | 17M | 4.5M | 0.5-1 Month |
| CFO / COO / CTO | 1.5M | 3M | 2.2 M | 1 Month |
| Sales |  |  |  |  |
| Sales Director | 1.5M | 3M | 2.2 M | 0.5 Month |
| Senior Sales Manager | 2M | $2 \mathrm{M}^{*}$ | 2M | 1 Month |
| Sales Manager | 200K* | 2.5M* | 1.6M | 0.5-1 Month |
| Sales Supervisor / Assistant Sales Manager | 400K | 1.5M | 960K | 1 Month |
| Sales Specialist / Senior Sales | 300K | 500K | 400K | 1 Month |
| Sales Staff | 200K | 300K | 250K | 1 Month |
| Marketing |  |  |  |  |
| Marketing Supervisor / Assistant Marketing Manager | 700K | 900K | 800K | 1 Month |
| Marketing Specialist / Senior Marketing | 400K | 700K | 550K | 1 Month |
| Marketing Staff | 200K | 350K | 275K | 1 Month |

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| POSITION | MIN (MмK) | MAX (Ммк) | AVERAGE | annual bonus |
| :---: | :---: | :---: | :---: | :---: |
| Accounting \& Finance |  |  |  |  |
| Senior Accounting \& Finance Manager | 2M | 5M | 3.3M | 1 Month |
| Accounting \& Finance Manager | 400K* | 1.7M | 1.2M | 0.5-1 Month |
| Accounting \& Finance Supervisor / Assistant Accounting \& Finance Manager | 500K | 1.3M | 980K | 1 Month |
| Accounting \& Finance Specialist / Senior Accounting \& Finance | 400K | 1M | 800K | 0.5-1 Month |
| Accounting \& Finance Staff | 250K | 850K | 520K | 0.5-1 Month |
| Information \& Technology |  |  |  |  |
| IT Specialist/ Senior IT | 700K | 800K | 750K | 1 Month |
| Administration |  |  |  |  |
| Admin Manager | 1.5M | 1.7M | 1.6M | 0.5-1 Month |
| Admin Supervisor / Assistant Admin Manager | 500K | 700K | 600K | 1 Month |
| Admin Staff | 300K | 600K | 400K | 0.5-1 Month |

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POSITION

| Human Resources |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| HR Manager | 500K* | 2.5 M | 1.6M | 1 Month |
| HR Supervisor / Assistant HR Manager | 500K | 800K | 650K | 1 Month |
| HR Specialist/ Senior HR | 500K | 800K | 650K | 0.5 Month |
| Procurement |  |  |  |  |
| Procurement Manager | 1M | 1.7M | 1.3M | 0.5-1 Month |
| Procurement Staff | 500K | 1M | 650K | 0.5-1 Month |
| Operations |  |  |  |  |
| Operations Manager | 1M | 1.5M | 1.3M | 1 Month |
| Operations Supervisor / Assistant Operations Manager | 800K | 1M | 900K | 1 Month |
| Operations Staff | 250K | 500K | 390K | 1 Month |

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## MANUFACTURING

## SALARY RANGE (PER MONTH)

POSITION
MIN (MMK)
MAX (ММк)
AVERAGE SALARY
annual bonus

## MANUFACTURING

## Executive Management

| Country Manager / Man- <br> aging Director / CEO | 1.4 M | 42 M | 7.3 M | $0.5->3$ Months |
| :--- | :---: | :---: | :---: | :---: |
| CFO / COO / CTO | 150 K | 5 M | 2.8 M | $0.5->3$ Months |

Sales

| Sales Director | $150 \mathrm{~K}^{*}$ | 7 M | 3.1 M | $0.5->3$ Months |
| :--- | :---: | :---: | :---: | :---: |
| Senior Sales Manager | $300 \mathrm{~K}^{*}$ | 4 M | 2 M | $0.5->3$ Months |
| Sales Manager | $300 \mathrm{~K}^{*}$ | 3 M | 1.2 M | $0.5->3$ Months |
| Sales Supervisor / Assis- <br> tant Sales Manager | 150 K | 3 M | 650 K | $0.5->3$ Months |
| Sales Specialist / Senior <br> Sales | 200 K | 2 M | 630 K | $0.5-3$ Months |
| Sales Staff | 150 K | 650 K | 290 K | $0.5->3$ Months |

Marketing

| Senior Marketing Man- <br> ager | 1 M | $1.5 \mathrm{M}^{*}$ | 1.2 M | 0.5 Month |
| :--- | :---: | :---: | :---: | :---: |
| Marketing Manager | $400 \mathrm{~K}^{*}$ | $3.3 \mathrm{M}^{*}$ | 1.5 M | 0.5 Month <br> - <br> $>3$ Months |
| Marketing Supervisor / <br> Assistant Marketing <br> Manager | 250 K | 2.5 M | 840 K | 0.5 Month <br> - <br> $>3$ Months |
| Marketing Specialist / <br> Senior Marketing | 200 K | 1 M | 625 K | 0.5 Month <br> - <br> 1 Month |
| Marketing Staff | 150 K | 1 M | 425 K | 0.5 Month <br> -3 Months |

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| POSITION | MIN (MMK/USD) | MAX (MMK/USD) | AVERAGE SALARY | annual bonus |
| :---: | :---: | :---: | :---: | :---: |
| Accounting \& Finance |  |  |  |  |
| Accounting \& Finance Director | 1.4M | 3M | 2.2M |  |
| Senior Accounting \& Finance Manager | 350K* | 2M | 1.4M | 0.5 - >3 Months |
| Accounting \& Finance Manager | 350K* | 2M | 1M | 0.5 - >3 Months |
| Accounting \& Finance Supervisor / Assistant Accounting \& Finance Manager | 200K | 1.5M | 550K | 1 Month |
| Accounting \& Finance Specialist / Senior Accounting \& Finance | 300K | 550K* | 450K | 1 Month |
| Accounting \& Finance Staff | 150K | 2 M * | 510K | 1-3 Months |
| Information \& Technology |  |  |  |  |
| Senior IT Manager | 1.5M | 2.5M | 1.7M | 1 ->3 Months |
| IT Manager | 800K | 1.5M | 1.2M | 1 - >3 Months |
| IT Supervisor / Assistant IT Manager | 300K | 1M | 625K | 1-3 Months |
| IT Specialist / Senior IT | 300K | 800K | 510K | 1-2 Months |
| IT Staff | 200K | 600K | 410K | 1-2 Months |
| Administration |  |  |  |  |
| Admin Director | 3M | 5M | 4M | 1 Month |
| Admin Manager | $350 K^{*}$ | 1.6M | 840K | 0.5 - >3 Months |
| Admin Supervisor / Assistant Admin Manager | 200K | 1.2M | 560K | 1-2 Months |
| Admin Staff | 200K | 1.2M | 470K | 0.5--2 Months |

*Companies have different appreciation of position titles. Therefore, some salaries might not accurately reflect the level of responsibilities.

POSITION
MIN (MMK)
MAX (MMK)
aVERAGE SALARY
annual bonus

| Human Resources |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Senior HR Manager | 400K* | 2.5M | 1.5M | 0.5 - >3 Months |
| HR Manager | 600K* | 1.5M | 945K | 0.5-1 Month |
| HR Supervisor / Assistant HR Manager | 250K | 800K | 430K | 1 Month |
| HR Specialist/ Senior HR | 300K | 600K | 450K | 0.5 - >3 Months |
| HR Staff | 200K | 550K | 290K | 0.5-1 Month |
| Legal |  |  |  |  |
| Senior Legal Manager | 800K | 2M | 1.4M | 1 Month |
| Legal Manager | 800K | 1M | 900K | 0.5 Month |
| Procurement |  |  |  |  |
| Procurement Manager | 700K | 2.5 M | 1.2M | 0.5->3 Months |
| Procurement Supervisor / Assistant Procurement Manager | 250K | 1.2M | 610K | 0.5-2 Months |
| Procurement Staff | 200K | 1M | 390K | 0.5-2 Months |
| Engineering |  |  |  |  |
| Engineering Manager | 800K | 2 M | 1.2M | 1 Month |
| Engineering Specialist / Senior Engineering | 300K | 600K* | 460K | 1 Month |
| Engineering Staff | 180K | 1.6M* | 500K | 1-2 Months |

*Companies have different appreciation of position titles. Therefore, some salaries might not accurately reflect the level of responsibilities.


## NGO / NPO

## NGO / NPO

SALARY RANGE (PER MONTH)

| Executive Management |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Country Manager / Managing Director / CEO | 1.8M | 17M | 6.7M | 0.5-1 Month |
| CFO / COO / CTO | 1.5M | 12M | 5M | 0.5-1 Month |
| Sales |  |  |  |  |
| Sales Director | 3M | 4.5M | 4M | 0.5 Month |
| Senior Sales Manager | 800K | 3M | 1.5M | 0.5-2 Months |
| Sales Manager | 350K* | 2M | 930K | 0.5-2 Months |
| Sales Supervisor / Assistant Sales Manager | 400K | 700K | 550K | 1 Month |
| Sales Staff | 150K | 450K | 290K | 0.5-1 Month |
| Marketing |  |  |  |  |
| Senior Marketing Manager | 1.6M | 3M | 2.3M | 0.5-1 Month |
| Marketing Manager | 1.5M | 3M | 2.1M | 1 Month |
| Marketing Supervisor / Assistant Marketing Manager | 500K | 700K* | 600K | 1 Month |
| Marketing Staff | 400K | 800K* | 600K |  |
| Accounting \& Finance |  |  |  |  |
| Accounting \& Finance Director | 1.9M | 7M | 3.5M | 0.5-1 Month |
| Senior Accounting \& Finance Manager | 600K* | 4M | 2M | 0.5->3 Months |
| Accounting \& Finance Manager | 700K | 4M | 1.9M | 0.5-1 Month |
| Accounting \& Finance Supervisor / Assistant Accounting \& Finance Manager | 140K | 2M | 790K | 0.5-1 Month |
| Accounting \& Finance Specialist / Senior Accounting \& Finance | 400K | 2M | 1M | 0.5 - >3 Months |
| Accounting \& Finance Staff | 300K | 1.5M | 850K | 0.5 - >3 Months |

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| POSITION | MIN (MMK) | MAX (MMK) | AVERAGE SALARY | annual bonus |
| :---: | :---: | :---: | :---: | :---: |
| Information \& Technology |  |  |  |  |
| IT Director | 3M | 6M | 4.8M | 0.5 Month |
| Senior IT Manager | 4M | 4M | 4M | 0.5 Month |
| IT Manager | 1.2M | 1.5M | 1.3M | 1 Month |
| IT Supervisor / Assistant IT Manager | 350K | 1M* | 870K | 0.5-1 Month |
| IT Specialist / Senior IT | 300K | $2 \mathrm{M}^{*}$ | 900K | 0.5-1 Month |
| IT Staff | 300K | 1.5M | 750K | 0.5-1 Month |
| Administration |  |  |  |  |
| Admin Director | 700K* | 2.5M* | 1.5M | 1 Month |
| Senior Admin Manager | 900K | $3 M^{*}$ | 1.2M | 1 Month |
| Admin Manager | 700K | 2M | 1M | 1 Month |
| Admin Supervisor / Assistant Admin Manager | 450K | 1.6M | 837K | 1 - >3 Months |
| Admin Staff | 200K | 1.5M | 740K | 1 - >3 Months |
| Human Resources |  |  |  |  |
| HR Director | 700K* | $5.4 M^{*}$ | 2.8M | 1 Month |
| Senior HR Manager | 700K* | 8M* | 3.7M | 0.5-1 Month |
| HR Manager | 700K | $1.6 \mathrm{M}^{*}$ | 1M | 1 Month |
| HR Supervisor / Assistant HR Manager | 400K | 2M* | 1.3M | 0.5-1 Month |
| HR Specialist / Senior HR | 600K | 2.4M* | 1.1M | 0.5 - >3 Months |
| HR Staff | 230 K | 650K | 480K | 0.5-1 Month |
| Facility \& Property Management |  |  |  |  |
| Senior Facility \& Property Manager | 2M | 4M | 3M |  |

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| POSITION | MIN (MMK) | MAX (MMK) | AVERAGE SALARY | ANNUAL BONUS |
| :---: | :---: | :---: | :---: | :---: |
| Supply Chain |  |  |  |  |
| Senior Supply Chain Manager | 1.3M | 2M | 1.6M | 1 Month |
| Supply Chain Manager | 900K | 1.2M | 1M | 1 Month |
| Supply Chain Supervisor / Assistant Supply Chain Manager | 450K | 950K | 645K | 1 Month |
| Supply Chain Staff | 280K | 700K | 450K | 1 Month |
| Procurement |  |  |  |  |
| Senior Procurement Manager | 1.5M | 2.7M | 2.1M |  |
| Procurement Manager | 700K | 2M | 1.2M | 0.5-1 Month |
| Procurement Supervisor / Assistant Procurement Manager | 350K | 960K* | 760K | 1 Month |
| Procurement Staff | 150K | $1 \mathrm{M}^{*}$ | 560K | 0.5-1 Month |
| Engineering |  |  |  |  |
| Engineering Manager | 900K | 1.2M | 1.1M | 1 Month |
| Engineering Specialist / Senior Engineering | 680K | 1M | 850K | 1 Month |
| Operations |  |  |  |  |
| Operations Manager | 1M | 3.4M | 2.1M |  |
| Operations Staff | 300 K | 700K | 500K |  |
| Program Management |  |  |  |  |
| Program Director | 2.4 M | 8M | 4.8M | 0.5-1 Month |
| Senior Program Manager | 1M | 5.5M | 2.3M | 0.5-3 Months |
| Program Manager | 800K | 3.4 M | 1.6M | 0.5-1 Month |
| Program Supervisor / Assistant Program Manager | 500K | 2.3M | 1.1M | 0.5-1 Month |
| Program Staff | 260K | 1.7M | 835K | 0.5-1 Month |

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## SERVICES

## SERVICES

Executive Management

| Country Manager / Man- <br> aging Director / CEO | 945 K | 32 M | 8 M | $0.5->3$ Months |
| :--- | :---: | :---: | :---: | :---: |
| CFO / COO / CTO | 800 K | 15 M | 5 M | $1->3$ Months |
| Sal\| |  |  |  |  |


| Sales |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Sales Director | 1.2 M | 12 M | 4 M | $1->3$ Months |  |
| Senior Sales Manager | $300 \mathrm{~K}^{*}$ | $4 \mathrm{M}^{*}$ | 1.6 M | $1-3$ Months |  |
| Sales Manager | 500 K | $8 \mathrm{M}^{*}$ | 1.6 M | $0.5-3$ Months |  |
| Sales Supervisor / Assis- <br> tant Sales Manager | 200 K | $5 \mathrm{M}^{*}$ | 840 K | $0.5->3$ Months |  |
| Sales Specialist / Senior <br> Sales | 180 K | $7.5 \mathrm{M}^{*}$ | 1.3 M | $0.5-2.5$ Months |  |
| Sales Staff | 150 K | 1 M | 750 K | $0.5-3$ Months |  |
| Marketing | $400 \mathrm{~K}^{*}$ | 12 M | 4 M | $1-3$ Months |  |
| Marketing Director | $400 \mathrm{~K}^{*}$ | $3 \mathrm{M}^{*}$ | 1.6 M | $0.5-1.5$ Months |  |
| Senior Marketing Man- <br> ager | 400 K | $3.2 \mathrm{M}^{*}$ | 1.3 M | $1-1.5$ Months |  |
| Marketing Manager | 200 K | 2.7 M | 650 K | $0.5->3$ Months |  |
| Marketing Supervisor / <br> Assistant Marketing <br> Manager | 250 K | $850 \mathrm{~K}^{*}$ | 460 K | $0.5-1$ Month |  |
| Marketing Specialist / <br> Senior Marketing | $1.4 \mathrm{M}^{*}$ | 520 K | $0.5->3$ Months |  |  |
| Marketing Staff | 200 K |  |  |  |  |
| Accounting \& F |  |  |  |  |  |

Accounting \& Finance

| Accounting \& Finance <br> Director | $600 \mathrm{~K}^{*}$ | $4.5 \mathrm{M}^{*}$ | 2.2 M | 1 Month |
| :--- | :---: | :---: | :---: | :---: |
| Senior Accounting \& Fi- <br> nance Manager | 700 K | $7.5 \mathrm{M}^{*}$ | 2.1 M | $0.5->3$ Months |
| Accounting \& Finance <br> Manager | $380 \mathrm{~K}^{*}$ | 2.5 M | 1.2 M | $1->3$ Months |
| Accounting \& Finance <br> Supervisor / Assistant <br> Accounting \& Finance <br> Manager | 200 K | 1 M | 600 K | $0.5-2$ Months |
| Accounting \& Finance <br> Specialist / Senior Ac- <br> counting \& Finance | 200 K | $5 \mathrm{M}^{*}$ | 1.3 M | $0.5-3$ Months |
| Accounting \& Finance <br> Staff | 150 K | $3 \mathrm{M}^{*}$ | 600 K | $0.5->3$ Months |

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| POSITION | MIN (Ммк) | MAX (Ммм) | AVERAGE SALARY | ANNUAL BONUS |
| :---: | :---: | :---: | :---: | :---: |
| Information \& Technology |  |  |  |  |
| Senior IT Manager | 700K | $3 M^{*}$ | 1.4M | 0.5 - >3 Months |
| IT Manager | 500K | 4M* | 1.6M | 0.5-2 Months |
| IT Supervisor / Assistant IT Manager | 200K | 4M | 1.1M | 0.5-3 Months |
| IT Specialist / Senior IT | 250K | 1.5M | 640K | 1-3 Months |
| IT Staff | 150K | 1.3M | 530K | 0.5-3 Months |
| Administration |  |  |  |  |
| Admin Director | 800K* | 3M | 1.9M | 1-3 Months |
| Senior Admin Manager | 500K* | 2.8M | 1.3M | 1-3 Months |
| Admin Manager | 380K* | $1 \mathrm{M}^{*}$ | 745K | 1 - >3 Months |
| Admin Supervisor / Assistant Admin Manager | 250K | 1.5 M * | 675K | 1 ->3 Months |
| Admin Staff | 150K | 800K | 300K | $0.5->3$ Months |
| Human Resources |  |  |  |  |
| Senior HR Manager | 800K | 2M* | 1.4M | 1-2 Months |
| HR Manager | $350 \mathrm{~K}^{*}$ | 2.5 M * | 995K | 1 - >3 Months |
| HR Supervisor / Assistant HR Manager | 200K | 4M* | 920K | 1 ->3 Months |
| $\begin{aligned} & \hline \text { HR Specialist / } \\ & \text { Senior HR } \\ & \hline \end{aligned}$ | 300K | 1.9M* | 770K | 0.5-1 Month |
| HR Staff | 150K | $2 \mathrm{M}^{*}$ | 425K | $0.5->3$ Months |
| Facility \& Property Management |  |  |  |  |
| Senior Facility \& Property Manager | 2M | 2.5M* | 2.2M | 1 Month |
| Facility \& Property Manager | 1.2M | 7.5M* | 3.2M | 1-2 Months |
| Facility \& Property Staff | 1M | 2.5M | 1.6M | 1 Month |
| Legal |  |  |  |  |
| Senior Legal Manager | 1.5M | $4 \mathrm{M}^{*}$ | 2.7M | 1 Month |
| Legal Manager | $400 \mathrm{~K}^{*}$ | $4.8 \mathrm{M}^{*}$ | 1.9M | 1 Month |
| Legal Specialist / Senior Legal | 2.8M | 13M | 8.5M | 1 Month |
| Legal Staff | 500K | 2.5M | 1.4M | 1 Month |

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sibilities. sibilities.

POSITION
MIN (MMK)
MAX (MMK)
AVERAGE SALARY
annual bonus

Supply Chain

| Supply Chain Manager | 2.6M | 7.5M | 3.6M | 1-2 Months |
| :---: | :---: | :---: | :---: | :---: |
| Supply Chain Staff | 150K | 2.5 M | 1M | 1-3 Months |
| Procurement |  |  |  |  |
| Procurement Manager | 350K* | 870K | 765K | 1 Month |
| Procurement Supervisor / Assistant Procurement Manager | 330K | 580K | 455K | 1 Month |
| Procurement Staff | 150K | 450K | 225K | 1-3 Months |
| Engineering |  |  |  |  |
| Engineering Manager | 700K | 3M | 1.6M | 1-3 Months |
| Engineering Specialist / Senior Engineering | 450K | 2.5M | 455K | 1 Month |
| Engineering Staff | 150K | 1.5M | 225K | 0.5-1 Month |
| F \& B |  |  |  |  |
| F \& B Manager | 1M | 2M | 1.5M | >3 Months |
| F \& B Supervisor / Assistant F \& B Manager | 800K | 1.5M | 1.2M | >3 Months |
| F \& B Staff | 250K | 800K | 525K | >3 Months |
| Operations |  |  |  |  |
| Senior Operations Manager | 1M | 2.7M | 1.6M | 0.5-1 Month |
| Operations Manager | 400K* | 2.7M | 1.5M | 0.5 - >3 Months |
| Operations Supervisor / Assistant Operations Manager | 250K | 1.5M | 870K | 0.5 - >3 Months |
| Operations Staff | 250K | 850K | 500K | 0.5 - >3 Months |

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## YANGON OFFICE

## Parkside One Building - 271/273 Bagayar Street

 Sanchaung Township - Yangon - Myanmar +95 1523700 - +95 9425450546 contact@ccifrance-myanmar.org
## MANDALAY OFFICE

Block 2 - Unit 5-2nd Floor
Between Mingalar 2 and 3 Street
Mingalar Mandalay Compound
Chan Mya Tar Zi Township - Mandalay - Myanmar
+95 9798975853
contact@ccifrance-myanmar.org


