

In this fact sheet total labor costs are compared with those of other countries. Salaries are from 2001 and in USD.

SENIOR PROGRAMMER

JOB DESCRIPTION:

This professional carries out program development, including evaluation of program prerequisites, development of new programs, testing and documentation of programs etc. He/she also coordinates work between programmers and junior programmers. This person has at least a high school degree, university diploma in Computer Science, or supplementary courses in computer information systems. This person has at least 5 years relevant experience.

COUNTRY	TOTAL COST (USD)	
	LOW	HIGH
US	52,000	80,000
France	43,000	55,000
Germany	47,000	57,000
United Kingdom	44,000	59,000
Ireland	35,000	52,000
Netherlands	38,000	47,000
Italy	42,000	52,000
Japan	59,000	83,000
BULGARIA	12,000	18,000

SALES REPRESENTATIVE

JOB DESCRIPTION:

Works on sales objectives within product range or assigned districts, pursues sales leads, promotes products, concludes orders, arranges internal sales logistics. Normal requirements: diploma, with 1-2 years of relevant experience.

COUNTRY	TOTAL COST (USD)	
	LOW	HIGH
US	43,000	65,000
France	40,000	51,000
Germany	40,000	49,000
United Kingdom	29,000	40,000
Ireland	26,000	38,000
Netherlands	29,000	37,000
Italy	37,000	44,000
Japan	52,000	76,000
BULGARIA	3,600	5,000

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MANAGING DIRECTOR

JOB DESCRIPTION:

Heads an organization, with responsibilities covering production development, sales/marketing, finance and administration. Normal requirements: university degree with 5-12 years of relevant experience.

COUNTRY	TOTAL COST (USD)	
	LOW	HIGH
US	150,000	258,000
France	141,000	197,000
Germany	136,000	176,000
United Kingdom	130,000	185,000
Ireland	87,000	143,000
Netherlands	116,000	149,000
Italy	140,000	200,000
Japan	150,000	200,000
BULGARIA	15,000	40,000

PLUMBER

JOB DESCRIPTION:

This person is an expert in plumbing who is working alone or is an employee of a plumbing company.

COUNTRY	TOTAL COST (USD)	
	LOW	HIGH
US	43,000	65,000
France	35,000	51,000
Germany	33,000	49,000
United Kingdom	28,000	40,000
Ireland	26,000	38,000
Netherlands	25,000	35,000
Italy	26,000	42,000
Japan	52,000	76,000
BULGARIA	2,400	4,800