

Salary Information

National Financial Services

Hudson

| Financial Planning | Adelaide | Brisbane | Canberra | Hobart | Melbourne | Perth | Sydney |
|---|----------|----------|----------|--------|-----------|---------|----------|
| Paraplanner (studying DFP) | 33-48k | 35-45k | 24-35k | 33-48k | 38-50k | 35-45k | 40-60k |
| Senior paraplanner (DFP qualified) | 35-55k | 45-70k | 30-40k | 35-55k | 55-75k | 45- 60k | 50-80k |
| Financial Adviser (Studying DFP) | 43-55k | 40-60k | 40-55k | 40-60k | 48-58k | 30-55k | 40-60k |
| Financial Planner (DFP qualified) | 55-65k | 60-80k | 50-65k | 60-80k | 60-85k | 50-90k | 60-90k |
| Certified Financial Planner (Banking Industry) | 80k+ | 75-100k | 65-90k | 65-90k | 75-110k | 60-110k | 80-120k+ |

| Advisory/Investment Banking | Salary | Bonus % of Base |
|-------------------------------------|----------|-----------------|
| Corporate Finance/M&A | | |
| Head of Division/MD | 400k | 75-250 |
| Director/Senior Vice President | 275k | 75-150 |
| Associate Director | 150-220k | 90 |
| Manager | 80-130k | |
| Equity Capital Markets | | |
| Head of Division/MD | 350k | 75-150 |
| Director/Senior Vice President | 275k | 50-100 |
| Associate Director | 120-200k | 50-100 |
| Manager | 80-100k | 50-100 |
| Debt Capital Markets/Securitisation | | |
| Head of Division/MD | 350k | 100-200 |
| Director/Senior Vice President | 275k | 100-200 |
| Associate Director | 120-200k | 50-100 |
| Manager | 80-120k | 50-100 |
| Structured Finance | | |
| Head of Division/MD | 350k | 75-250 |
| Director/Senior Vice President | 275k | 75-150 |

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| Credit Risk & Corporate Lending | | | | | | | |
| Credit Analyst (1-3 yrs) | 40-55k | 40-55k | N/A | 35-50k | 45-55k | 30-50k | 50-60k |
| Snr Credit Analyst (3-5 yrs) | 55-75k | 55-75k | N/A | 50-65k | 60-80k | 50-65k | 60-100k |
| Associate Director, Credit | N/A | 90-120k | N/A | N/A | 100-140k+ | 90-135k+ | 110-150k+ |
| Corporate Lending, Manager | 65-100k | 75-110k | N/A | 65-100k | 75-110k | 65-100k | 90-130k |
| Corporate Lending, Associate Director | N/A | N/A | N/A | N/A | 90-130k | 85-120k | 120-150k |
| Corporate Lending, Director | N/A | N/A | N/A | N/A | 130k+ | 110k+ | 170k+ |
| Business Banking | | | | | | | |
| Analyst | 30-40k | 35-45k | 30-40k | 35-45k | 35-45k | 30-45k | 40-55k |
| Business Banking Officer | 35-45k | 40-55k | 40-50k | 45-60k | 45-60k | 42-60k | 45-60k |
| Business Banking Manager | 50-80k | 50-100k | 50-80k | 50-100k | 50-100k | 50-80k | 60-110k |
| Funds Management | | | | | | | |
| Performance Analyst (3yrs exp.) | N/A | 50-80k | N/A | N/A | 50-75k | 40-65k | 50-75k |
| Quantitative Analyst (5yrs exp.) | N/A | 70-100k | N/A | N/A | 80-110k | 65-95k | 80-120k |
| Equity Analyst (5yrs exp.) | N/A | 75-110k | N/A | N/A | 80-110k | 60-100k | 90-130k |
| Client Relationship Manager | 50-100k | 70-120k | N/A | N/A | 70-120k | 50-90k | 130-150k |
| Portfolio Manager | 18-145k | 80-140k | N/A | N/A | 100-160k | 80-140k | 130-180k |
| Business Development Manager | 75-130k | 80-120k | N/A | N/A | 100-160k | 80-140k | 130-200k |
| Market Risk Management | | | | | | | |
| Analyst | N/A | 40-75k | N/A | N/A | 50-70k | 35-65k | 40-80k |
| Manager | N/A | 80-110k | N/A | N/A | 80-110k | 65-95k | 80-120k |
| Compliance | | | | | | | |
| Compliance Officer (3-5yrs exp.) | 35-45k | 45-65k | N/A | N/A | 45-65k | 50-65k | 55-75k |
| Compliance Manager (5-10yrs exp.) | 55-90k | 80-110k | N/A | N/A | 70-120k | 70-100k | 80-130k |
| Head of Compliance | 95k+ | 120k+ | N/A | N/A | 140k+ | 100k+ | 150k+ |

Disclaimer: Hudson has compiled the information contained on this website using data which, to the best of our knowledge, was current and accurate as at the date of submission. All salary ranges are represented in terms of base salary including superannuation. Hudson disclaims all responsibility for any harm or loss arising from use or otherwise of the information provided.

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| Derivative/Equity/FX/ FI/MM Settlements | | | | | | | |
| Junior (1-2yrs exp.) | 25-32k | 32-40k | N/A | N/A | 32-40k | 26-34k | 32-40k |
| Senior (2-3yrs exp.) | 32-40k | 37-44k | N/A | N/A | 37-44k | 32-40k | 40-45k |
| Supervisor | 35-42k | 45-55k | N/A | N/A | 45-55k | 35-43k | 45-60k |
| Manager | 42-60k | 55-70k | N/A | N/A | 55-70k | 43-58k | 80-100k |
| Senior Manager/ Head of Operations | 90-140k | 85-120k | N/A | N/A | 100-160k | 100-150k | 100-160k |

| Insurance | Adelaide | Brisbane | Canberra | Hobart | Melbourne | Perth | Sydney |
|-------------------------------|----------|----------|----------|--------|-----------|--------|---------|
| Underwriting | | | | | | | |
| Underwriter support | 30-35k | 27-30k | N/A | 27-30k | 24-32k | 30-35k | 26-44k |
| Underwriter | 35-45k | 30-40k | N/A | 30-40k | 35-50k | 45-55k | 47-75k |
| Senior Underwriter | 45-58k | 35-50k | N/A | 35-50k | 50-80k | 50-60k | 75-120k |
| Broking | | | | | | | |
| Assistant Account Exec | 35-45k | 38-45k | N/A | 35-45k | 35-45k | 35-45k | 35-45k |
| Account Executive | 45-60k | 45-60k | N/A | 45-70k | 45-80k | 45-55k | 45-80k |
| Broker | N/A | 35-50k | N/A | 35-50k | 35-50k | 35-50k | 35-50k |
| Senior Broker | N/a | 55-65k | N/A | 55-75k | 60-90k | 55-75k | 60-100k |
| Workers Compensation | | | | | | | |
| Administrator | 24-34k | 28-32k | 29-33k | 25-30k | N/A | 25-30k | 25-30k |
| Claims Officer | 28-50k | 32-38k | 30-35k | 28-32k | N/A | 28-33k | 28-32k |
| Premiums Officer | 38-55k | 32-42k | 30-35k | 30-35k | N/A | 30-39k | 30-35k |
| Compliance Officer | 30-55k | 40-60k | 35-42k | 30-37k | N/A | 30-38k | 30-42k |
| Team Leader | 38-58k | 40-60k | 40-45k | 35-40k | N/A | 35-40k | 35-40k |
| Manager | 45-70k | 50-70k | 42-48k | 40-55k | N/A | 40-47k | 40-60k |
| Risk Insurance Managers | 45-70k | 55-70k | 55-65k | 48-55k | N/A | 50-55k | 55-70k |
| RTW Officers | 40-57k | 40-70k | 38-45k | 38-45k | N/A | 35-45k | 40-70k |
| Injury Management Specialists | 55-80k | 40-80k | 50-55k | 42-55k | N/A | 40-50k | 40-55k |
| Risk Managers | 50-90k | 60-70k | 55-65k | 50-65k | N/A | 50-60k | 50-65k |

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| Claims | | | | | | | |
| Claims Support | 24-36k | 24-32k | 27-30k | 24-30k | N/A | 26-30k | 24-30k |
| Claims Officer | 36-55k | 32-38k | 29-33k | 28-35k | N/A | 28-35k | 28-35k |
| Senior Claims Officer | 40-60k | 35-42k | 32-38k | 30-38k | N/A | 30-38k | 30-38k |
| Divisional Manager | 42-75k | 42-55k | 35-42k | 35-45k | N/A | 35-45k | 35-45k |
| Claims Manager | 65-86k | 45-65k | 40-48k | 42-50k | N/A | 50-80k | 40-48k |
| Senior Claims Manager | 75-140k | 50-70k | 45-55k | 45-60k | N/A | 50-80k | 45-55k |

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