

US MBD

Manufacturing & Operations Survey

Ensure your compensation strategy is competitive



Automation is quickly changing the dynamics of the manufacturing industry—new jobs are emerging, and preexisting roles are transforming rapidly. Using the US MBD: Manufacturing & Operations Survey, benchmark your position salaries to the market to make sure your strategy is helping you attract and retain the talent you need.

# of positions published **480**[View full list](#)

Top 20 matched positions

1.	Manufacturing Production Workers – Experienced Para-Professional	11.	Manufacturing Production – Team Leader (Professionals)
2.	Manufacturing Production Workers – Entry Para-Professional	12.	Heavy Equipment Operators – Experienced Para-Professional
3.	Manufacturing Machine Operations – Experienced Para-Professional	13.	Manufacturing Production Technician – Experienced Para-Professional
4.	Manufacturing Assembly – Experienced Para-Professional	14.	Manufacturing Production Process Engineering – Senior Professional
5.	Manufacturing Assembly – Entry Para-Professional	15.	Manufacturing Production Process Engineering – Experienced Professional
6.	Manufacturing Machine Operations – Entry Para-Professional	16.	Manufacturing Production Workers – Specialist Para-Professional
7.	Manufacturing Production Workers – Senior Para-Professional	17.	Repair & Maintenance Welding – Experienced Para-Professional
8.	Manufacturing Production Workers – Team Leader (Para-Professionals)	18.	Other Engineering – Specialist Professional
9.	Manufacturing Machine Operations – Senior Para-Professional	19.	Manufacturing Production – Manager
10.	Manufacturing Assembly – Senior Para-Professional	20.	Other Engineering – Senior Professional

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Manufacturing & Operations Survey



Position families analyzed

- Administration, facilities & secretarial
- Engineering & science
- Human resources
- Production & skilled trades
- Project/program management
- Quality management
- Supply chain



Career streams analyzed

- Executive
- Management
- Professional
- Para-professional



Data collected

- Base pay
- FLSA status
- Long-term incentive eligibility and grants
- Organization data
- Short-term incentive eligibility and amounts
- Years in organization
- Years in position



of companies submitting data **1,728**

[View full list](#)

Mercer surveys are built using employee data collected from companies. The act of submitting data to a survey is known as survey participation and your company is then viewed as a participant that is entitled to receive key benefits.

- A discount on survey results.
- Exclusive invitations to events that provide expert insight into the survey results.
- The ability to compare your data to peer companies or competitors that you select.



Survey schedule

Participation runs from February through April with result available in August



Pricing

\$1,375 – Participants \$3,575 – Non-participants

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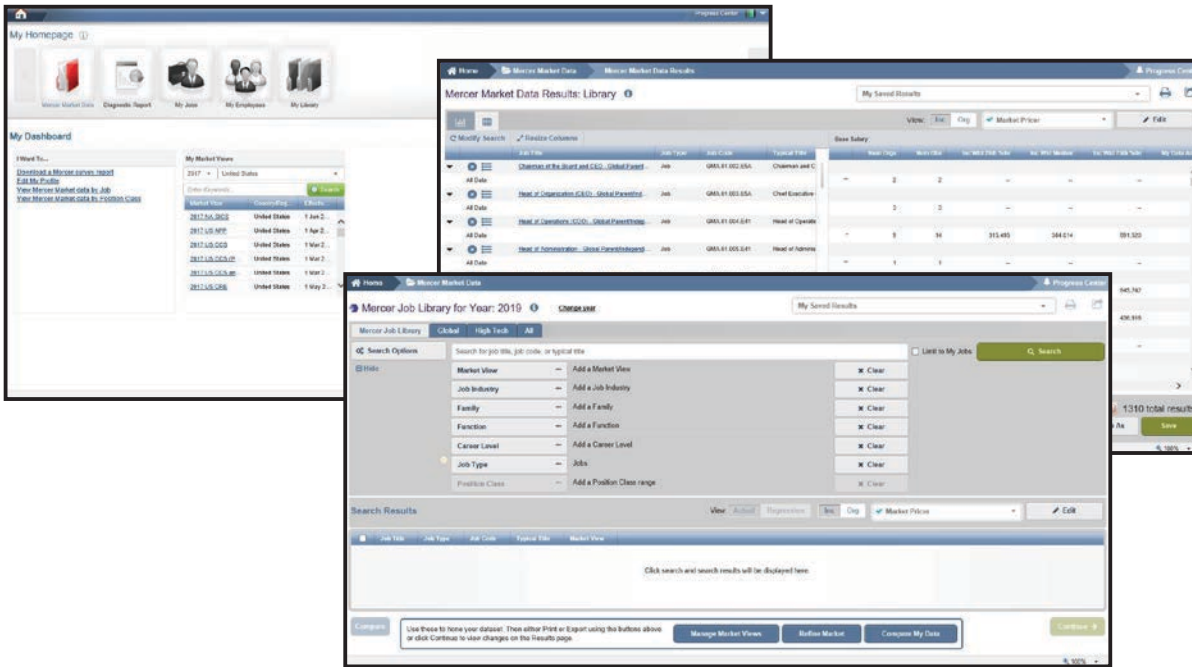
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Mercer WIN®

Survey results are published in Mercer WIN offering you simplified, single-point access to a broad range of data and analytics. Customize your analysis with ease.



Sample report

Compensation Element	No. of Orgs	No. of Obs	*/**	Inc Wtd 10th %ile	Inc Wtd 25th %ile	Inc Wtd Mean	Inc Wtd Median	Inc Wtd 75th %ile	Inc Wtd 90th %ile
Base Salary	77	503	*	40,000	45,760	60,928	53,456	72,084	91,987
Salary Min	41	106		42,200	48,000	55,714	52,900	61,033	73,960
Salary Mid	42	111		54,700	60,000	71,137	67,100	76,250	94,000
Salary Max	41	106		70,080	72,825	88,052	81,100	95,186	122,200
STI Threshold % Base	6	12	*	--	--	3.1	2.8	--	--
STI Target	34	112	*	2,036	2,668	5,926	4,289	8,542	12,560
STI Target % of Base	34	112	**	--	--	7.2	7.0	--	--
STI Maximum % Base	16	62	**	--	--	11.7	8.0	--	--
STI Actual	28	101	*	1,871	2,367	5,886	4,180	8,114	12,700
STI Actual % Base	28	101	**	--	--	7.2	5.7	--	--
Sales Incentive (Target)	9	53	*	11,692	13,288	19,636	16,513	22,223	30,250
Sales Incentive Target % Base	9	53	**	--	--	28.4	20.0	--	--
Sales Incentive Actual	12	61	*	7,328	13,235	45,910	31,777	70,230	106,142
Sales Incentive Actual % Base	12	61	*	9.7	21.3	94.9	40.9	164.4	244.3
Profit Sharing Actual	2	2	**	--	--	--	--	--	--
Profit Sharing Actual % Base	2	2	**	--	--	--	--	--	--
Total Cash - Target	61	262		49,864	58,334	79,249	74,380	94,791	116,840
Total Cash Target - Receivers	40	155		54,601	69,784	89,263	85,244	102,797	130,082
Total Cash - Actual	77	503	*	40,019	46,010	67,693	56,476	80,000	114,305
Total Cash Actual - Receivers	41	164		56,616	70,716	94,153	88,520	114,902	140,855
LTI (B-S)	5	11	**	--	--	17,845	5,000	--	--
LTI % of Base (B-S)	5	11	*	--	--	20.9	7.6	--	--
TDC Target (B-S)	61	262		49,864	58,334	79,987	75,108	94,825	122,771
TDC Target (B-S), Rcvrs	4	10	*	--	--	--	--	--	--
TDC Actual (B-S)	77	503	*	40,019	46,010	68,083	56,476	81,360	115,461
TDC Actual (B-S) Rcvrs	5	11	*	--	--	100,709	85,982	--	--
Tenure - Organization	73	496	*	0	1	7	3	7	19

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