

NBTA Foundation Salary Survey Shows Companies Value Travel Managers

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The NBTA Foundation, the education and research foundation of the National Business Travel Association (NBTA), today provided NBTA members a report that allows individual travel managers to compare their compensation levels and benefits to those of their peers.

The 2007 Travel Management Compensation and Benefits Survey, based on the responses of 232 United States-based corporate travel managers, shows the average total compensation of respondents, including salary, bonus and commission, is 3.3 percent higher than last year at \$91,059.

NBTA Foundation Chair Ellen Keszler said, 'The NBTA Foundation Salary Survey have shown increases in travel manager salaries each year, demonstrating that companies continue to value the contributions of travel managers toward meeting corporate goals.'

The average year-over-year salary increase among respondents varied by job title:

Vice Presidents saw an average increase of 18.4 percent to \$159,325

Directors, a 1.1% increase to \$123,882

Managers, a 4.8% increase to \$88,354

Supervisors, an 8.3% increase to \$75,717

Coordinators/Specialists, a 24.5% increase to \$58,765

Average compensation showed a clear correlation to sales volume of the employing company, with total compensation (includes salary, bonus and commission) tending to increase with increasing company sales volumes. Respondents working for companies with annual sales of more than \$5 billion made 47 percent more on average than those working for companies with less than \$100 million in sales:

Company Annual Sales Volume Respondents' Average Total Compensation

More than \$5 billion \$114,775

\$1 to \$5 billion \$97,158

\$100 million to \$1 billion \$86,440

Less than \$100 million \$78,118

The report provides data on respondents' gender, job titles, professional certifications, years of experience, and more. NBTA members can access the complete report via www.nbtafoundation.org/research.

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