



Recruiting Research Survey



Welcome to the 2013 AIRS® Recruiter Salary Survey Results!

AIRS is proud to have a large alumni network of recruiters in every industry and location. As a service to ALL recruiters, we frequently poll our network on current trends and hot topics. What follows are our most recent survey results! We are pleased to share this with you and hope it is helpful to you and your organization. Please look for future survey results!

Highlights

- **51%** of those surveyed handle 11-30 open requisitions at one time
- **56%** of those surveyed describe themselves as “full cycle” recruiters
- **85%** of those surveyed receive an annual salary or annual salary plus bonus/commission
- **\$35/hr** Median hourly rate
- **\$89,782** Median annual compensation



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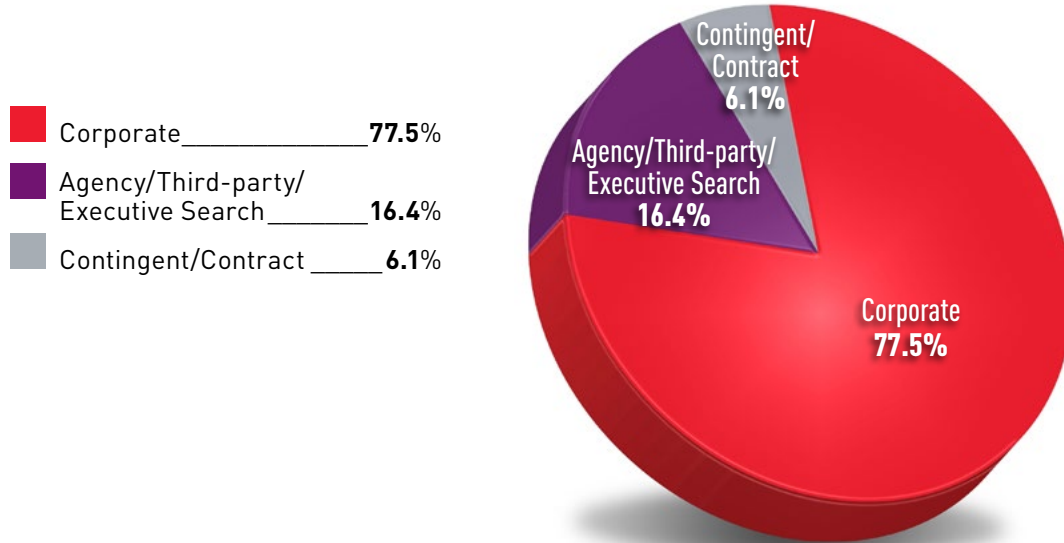
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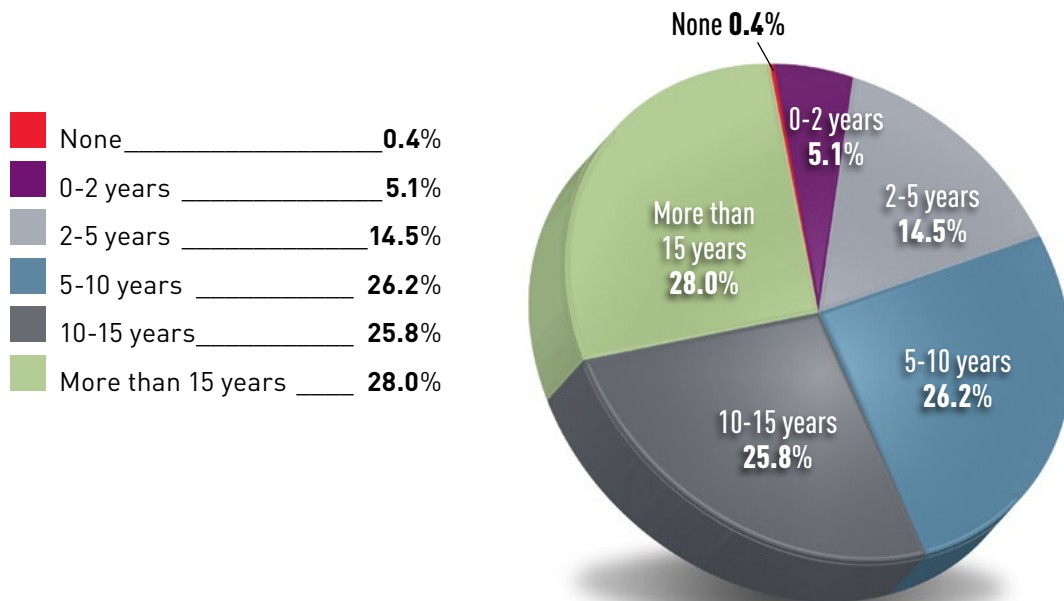
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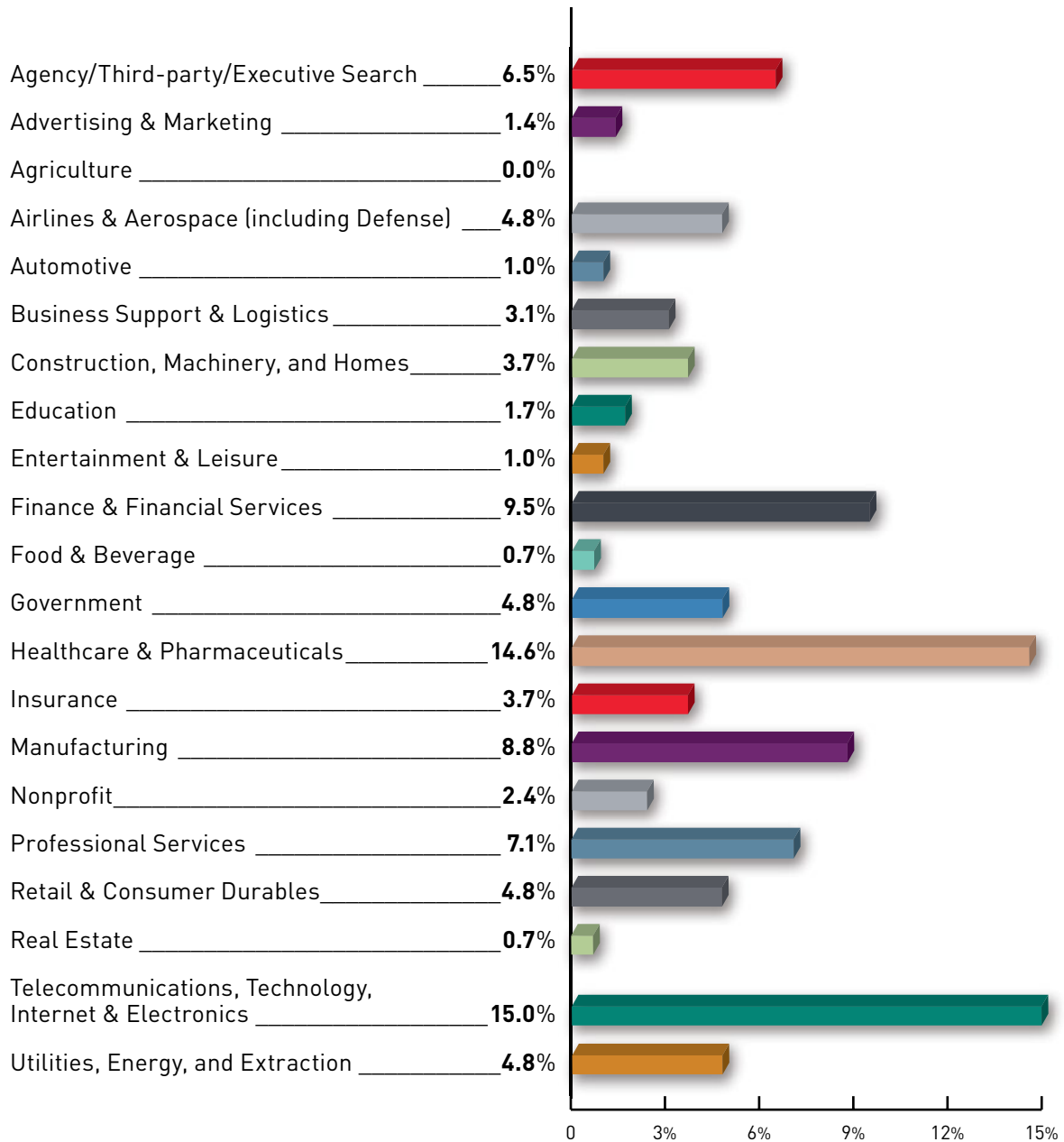
What best describes the type of recruiter you are?



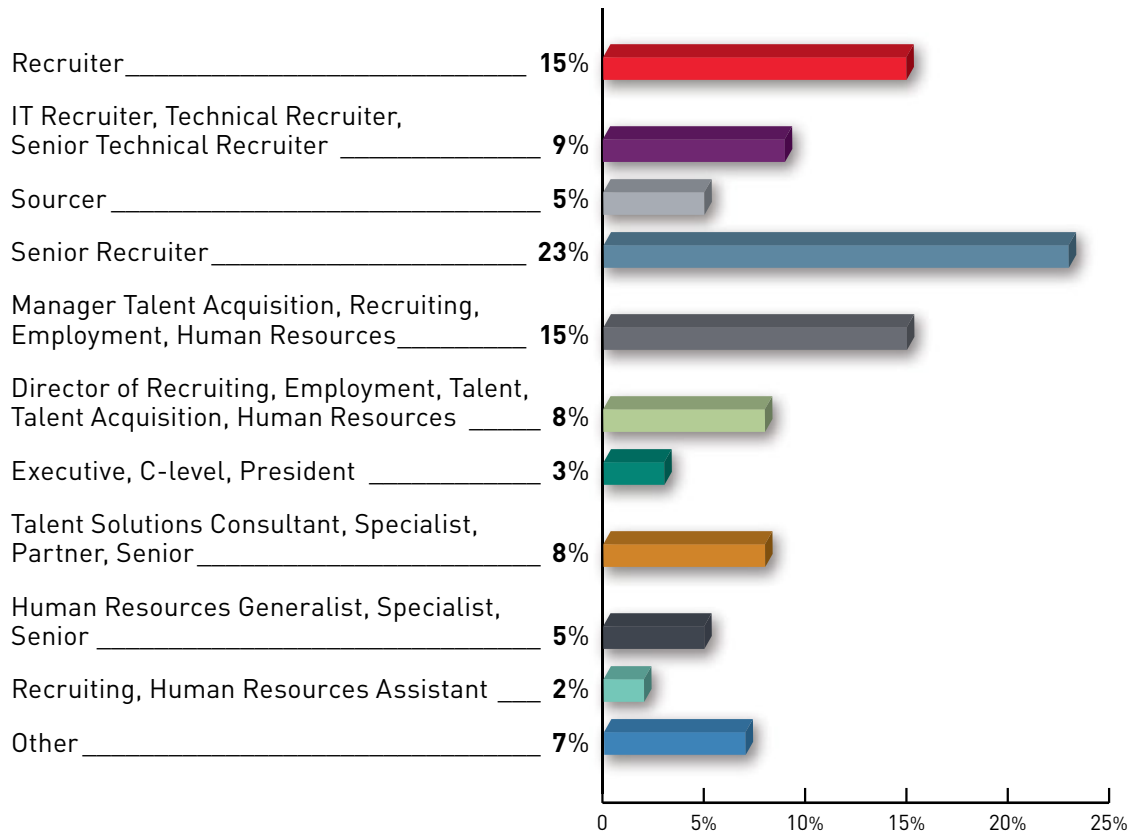
How many years of recruiting experience do you have?



What is the principal industry of your company/organization?

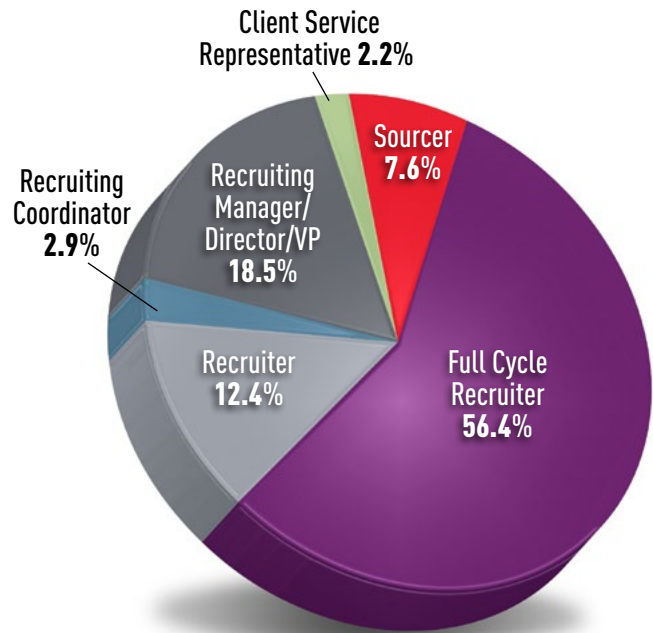


What is your official job title?



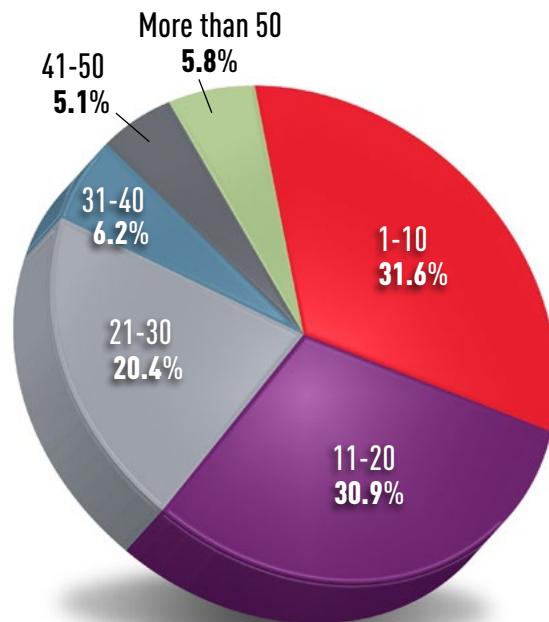
Which of the following best describes your position?

- Sourcer _____ **7.6%**
(Identify potential candidates and pass to recruiter for contact)
- Full Cycle Recruiter _____ **56.4%**
(Responsible for every part of recruiting process including but not limited to; job intake, sourcing, interviewing, job offer, reference checking)
- Recruiter _____ **12.4%**
(Sourcing, interviewing, negotiation - does not participate in acquiring open job requisition/order)
- Recruiting Coordinator _____ **2.9%**
(Arrange/schedule interviews for recruiters, reference checks, offer letters)
- Recruiting Manager/Director/VP __ **18.5%**
(Responsible for the recruiting strategy and managing team of recruiters)
- Client Service Representative ____ **2.2%**
(Responsible for client relationship including acquiring job requisition/orders)

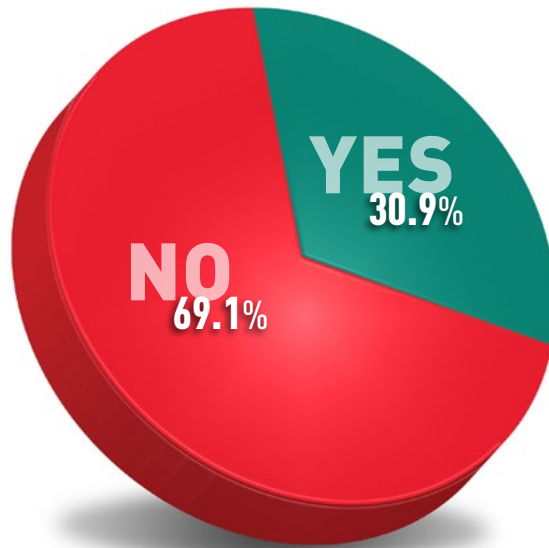


How many open requisitions do you handle at one time?

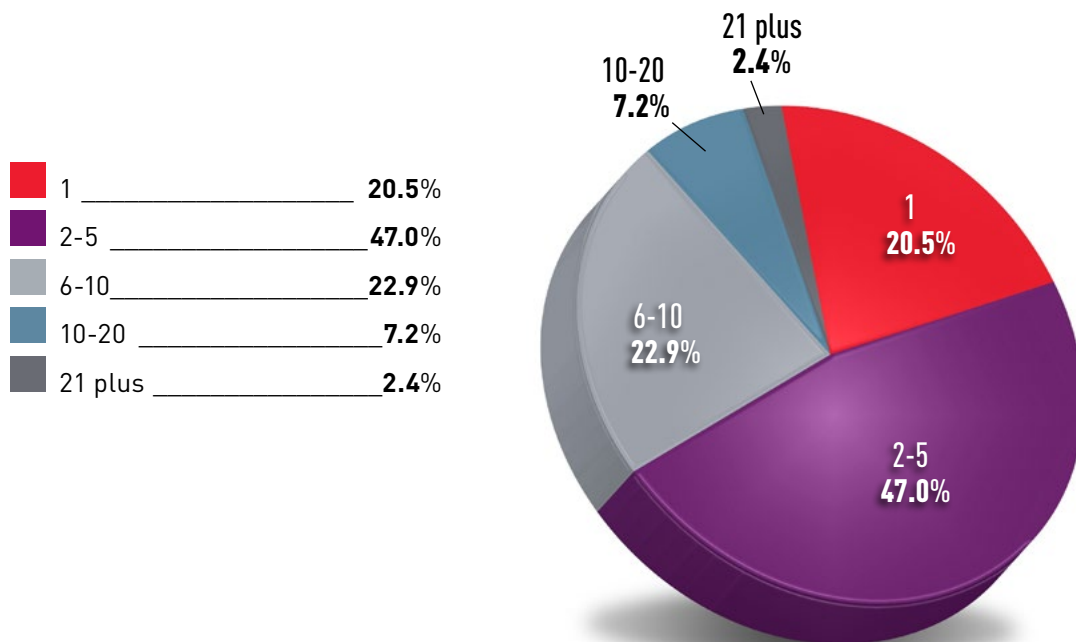
- 1-10 _____ **31.6%**
- 11-20 _____ **30.9%**
- 21-30 _____ **20.4%**
- 31-40 _____ **6.2%**
- 41-50 _____ **5.1%**
- More than 50 _____ **5.8%**



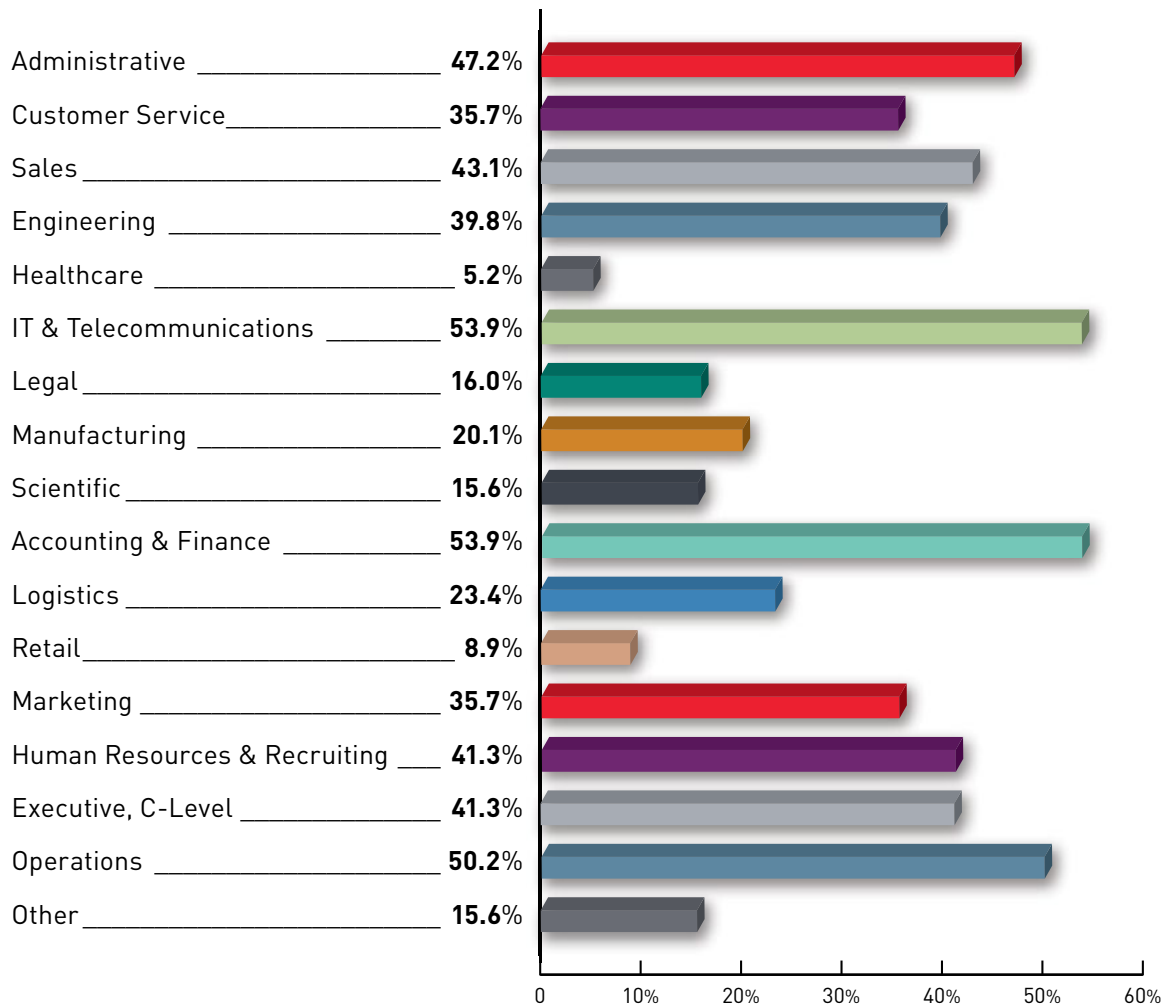
Do you supervise/manage?



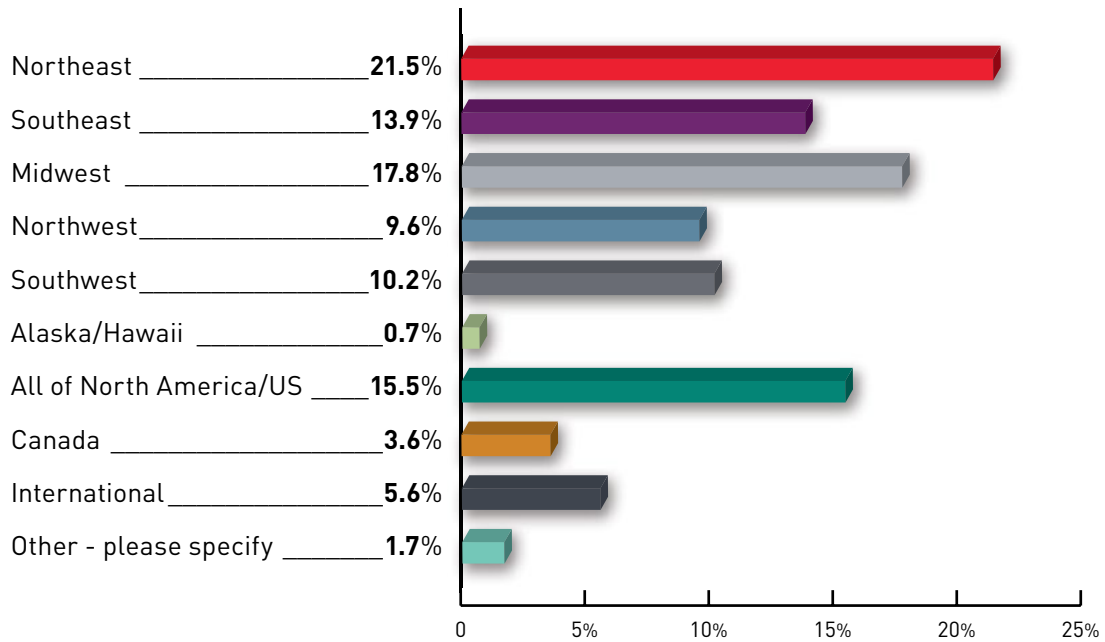
If yes, how many do you supervise/manage?



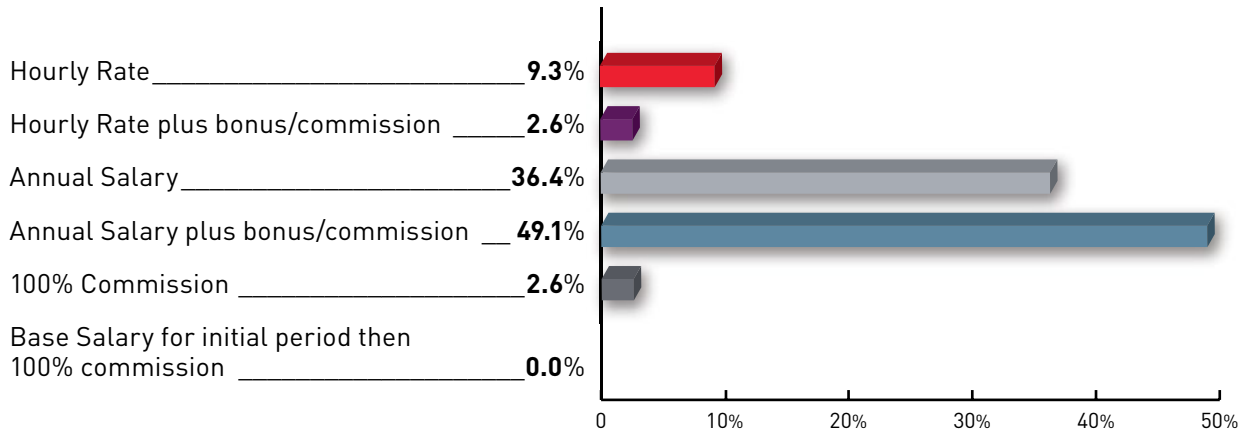
What categories do you recruit for?



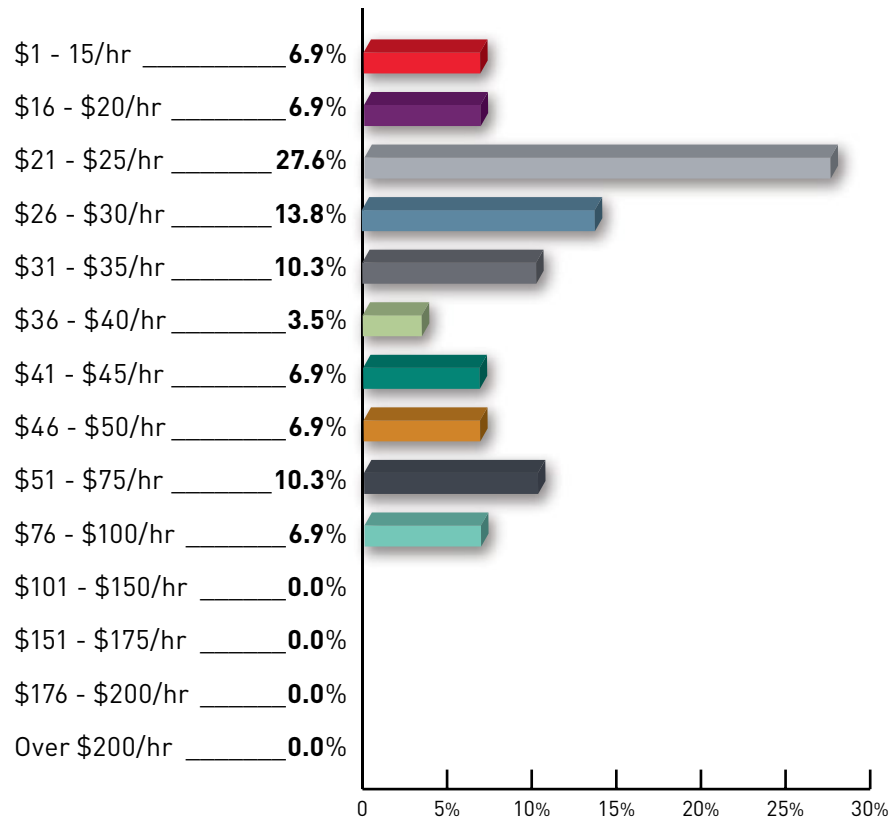
What geographic area do you work in?



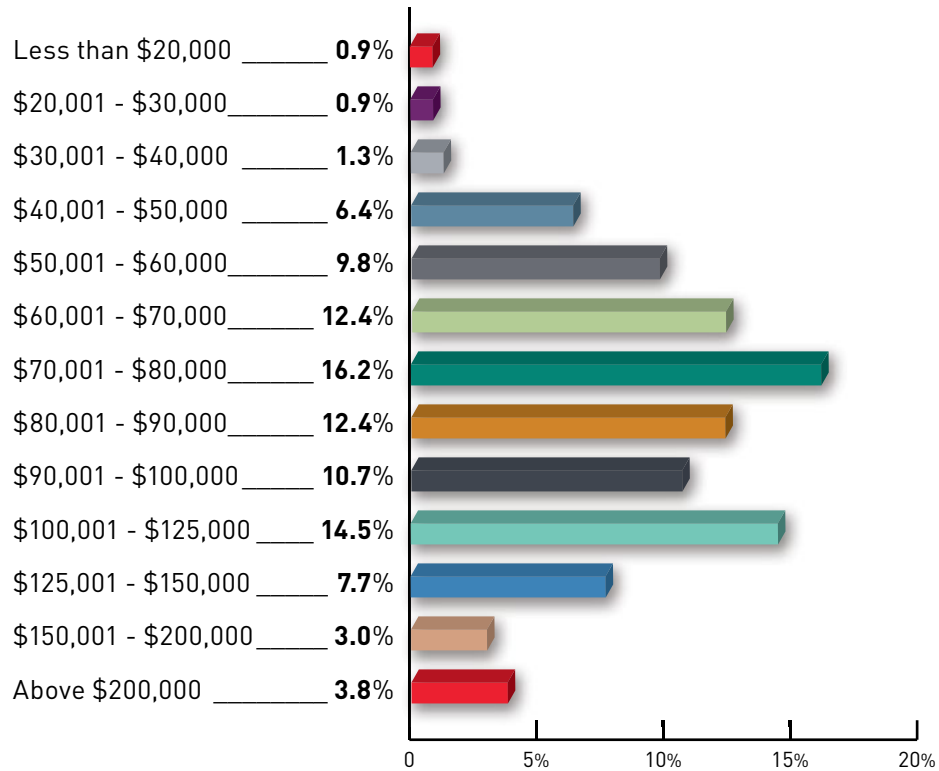
Which best describes how you are compensated?



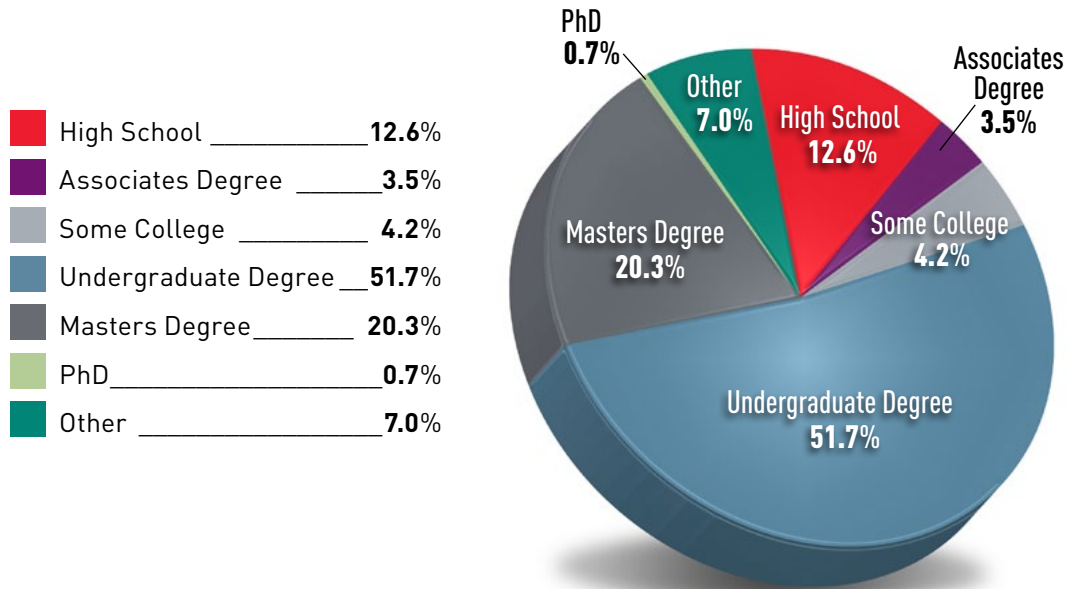
If hourly, what is the range of your total compensation?



If salaried and/or commission, please select the range of your total annual compensation?



What is the highest level of education you have attained?



What was the focus/concentration of your highest degree?

