

Logistics: nice work if you can get it

BY BEN AMES AND DIANE RAND

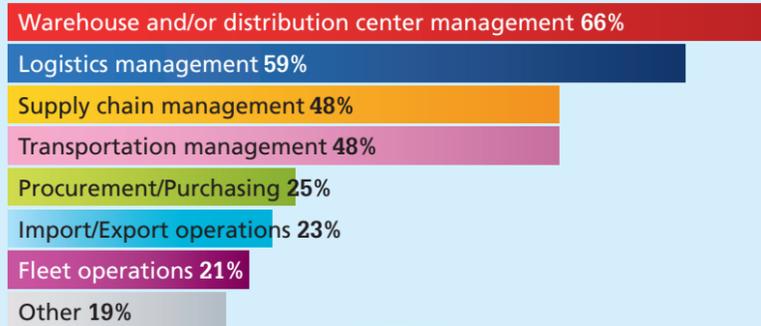
It may not be glamorous, but the logistics and supply chain profession has a lot to recommend it, according to respondents to DC VELOCITY's 14th annual Salary Survey. More than 90 percent of the 154 logistics pros who participated in this year's study say they're happy in their work and would readily recommend the profession to someone entering the job market. Oh, and the money's not bad either.

Average salary
\$119,83

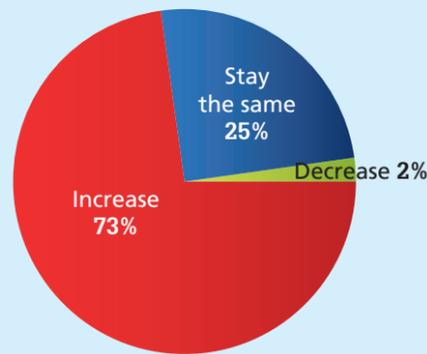
(2016 Salary Survey average salary \$119,425)



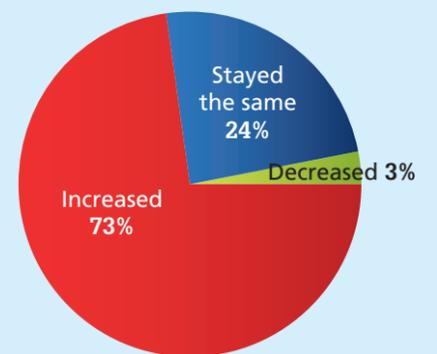
The functions our readers manage:



In the past year, did your total annual compensation:



Over the past three years, has the number of functions you manage:



What logistics/supply chain managers like most about their jobs

- "It never gets boring; there's always another problem to solve"
- "Sense of accomplishment when satisfying our customers' needs"
- "Changing requirements and new technologies"
- "Interaction with multiple levels of employees"
- "Puzzle solving"

Say they are satisfied with their careers in the logistics profession

94%

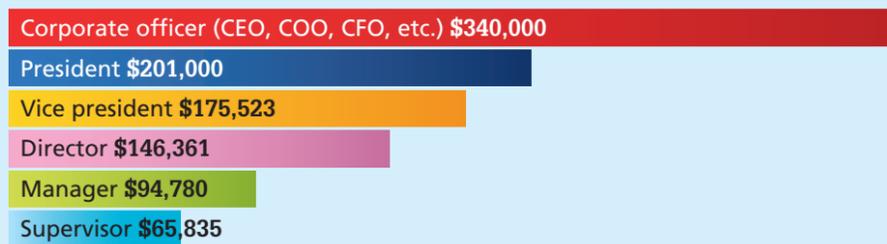
Say they would recommend the profession to a young person entering the job market

92%

Seniority and education bring fatter paychecks

Biggest bucks found at, surprise, C-level

Average salary by title:



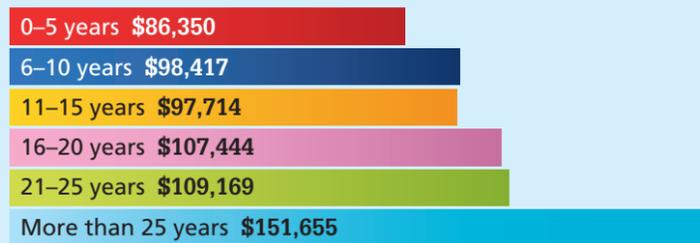
Older and wiser ... and better compensated

Average salary by age:



The longer the stay, the higher the pay

Average salary by experience (years worked in logistics-related positions):



One more reason to stay in school

Average salary by education:



Healthiest salaries found in medical/pharma sector

Average salary by industry sector:

- Pharmaceutical and health care \$185,000
- Transportation equipment \$147,333
- Consumer packaged goods \$139,375
- Paper and allied products \$133,600
- Apparel and footwear \$130,725
- Electronic and electrical equipment and components \$127,088
- Wholesale/Retail \$123,103
- Third-party logistics services \$122,111
- Printing, publishing, and allied industries \$122,000
- Transportation services \$118,421
- Government and military \$117,500
- Food and grocery \$103,370
- Furniture and fixtures \$92,000
- Chemicals and allied products \$84,078
- Automotive \$79,685
- Contract warehousing \$78,333
- Lumber and wood products no data

Other than more money, what would give logistics/supply chain managers more job satisfaction?

- "Recognize a job well done by my team"
- "Provide transparency about how to climb the corporate ladder"
- "More risk taking and innovation spending"
- "Invest in new IT technology"
- "Provide a tuition reimbursement program"

What logistics/supply chain managers like least about their jobs

- "Searching for qualified help"
- "Paperwork and financial reporting overhead"
- "Lack of respect logistics management receives from most executives"
- "Continuous focus on cost reductions"
- "Resistance to change, old-school thinking"

Life is good down south

Average salary by region:

- South \$141,389 (KS, MO, KY, TN, MS, AL, OK, AR, LA, TX)
- New England \$135,750 (ME, NH, VT, MA, CT, RI)
- West \$134,450 (ID, MT, WY, NV, UT, CO, AZ, NM, WA, OR, CA)
- Midwest \$122,705 (WI, MI, IL, IN, OH, ND, SD, MN, NE, IA)
- Southeast \$114,521 (VA, WV, NC, SC, GA, FL)
- Middle Atlantic \$90,063 (NY, NJ, PA, DE, DC, MD)



SOURCE: 2017 DC VELOCITY Salary Survey