

# Now's the time to be a logistics professional



The demand for logistics talent has never been greater. The low unemployment rate has created a supply/demand imbalance, spurring employers to raise salaries in a bid to attract and retain top talent. Of the 454 respondents to DC VELOCITY's 19th annual Salary Survey, nearly three-quarters (72%) saw a boost in their total compensation in the past year.

On the flip side, that same worker shortage has also boosted their workload. Nearly eight in 10 respondents say they've taken on new job responsibilities in the last year. But even that hasn't soured them on the profession: A whopping 93% say they would still encourage a young person entering the job market to pursue a career in logistics.

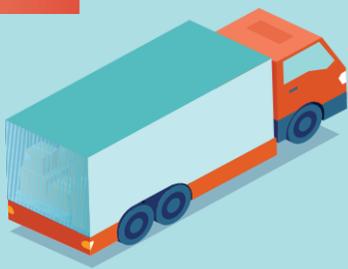
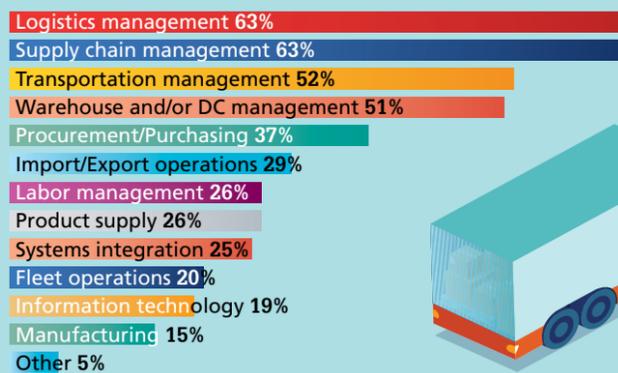
## Average salary

**\$144,017**

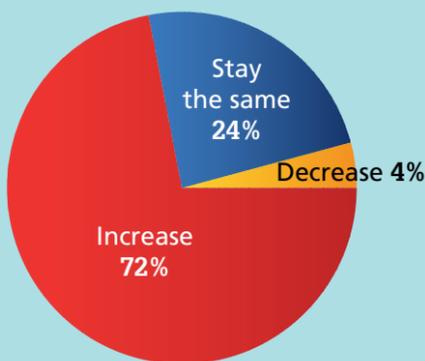
(2021 Salary Survey average salary: \$131,771)



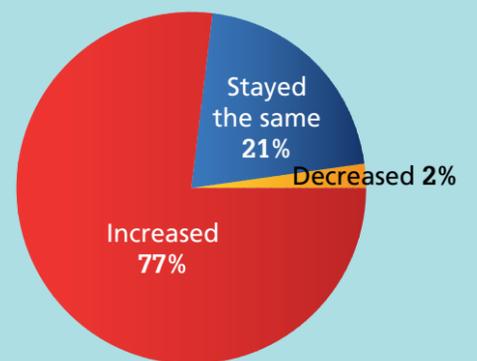
## The functions our readers control or influence:



## In the past year, did your total annual compensation:



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



## Say they are satisfied with their careers in the logistics profession

**86%**

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

**93%**



## Rank, experience, and education boost earnings

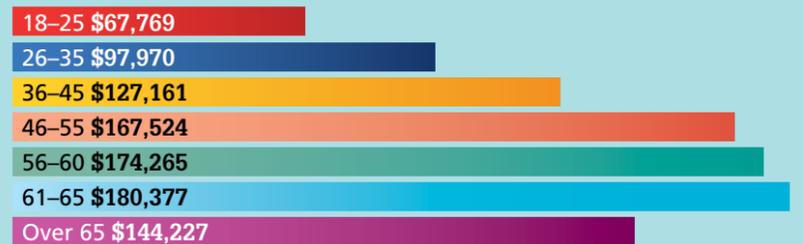
### The higher the title, the higher the pay

Average salary by title:



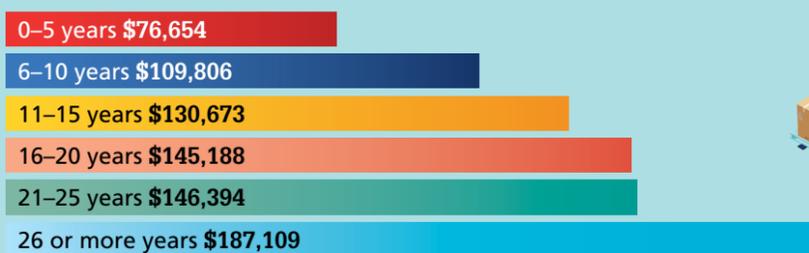
### Boomers command the highest salaries

Average salary by age:



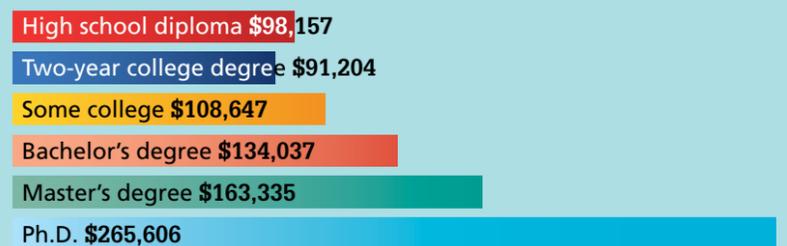
### Experience pays off

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



### Education boosts earning power

Average salary by education:



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

- "More open conversations about career progression"
- "Better life/work balance"
- "Diversify top leadership at the C-suite level"
- "More autonomy to grow"
- "Invest in training, innovation, and automation"
- "Add more staff"

### New England leads the salary parade

Average salary by region:

- New England **\$182,500** (ME, NH, VT, MA, CT, RI)
- Middle Atlantic **\$171,513** (NY, NJ, PA, DE, DC, MD)
- Southeast **\$166,511** (VA, WV, NC, SC, GA, FL)
- Midwest **\$138,343** (WI, MI, IL, IN, OH, ND, SD, MN, NE, IA)
- West **\$135,586** (ID, MT, WY, NV, UT, CO, AZ, NM, WA, OR, CA)
- South **\$134,277** (KS, MO, KY, TN, MS, AL, OK, AR, LA, TX)
- Mexico **\$130,750**
- Hawaii, Alaska, Puerto Rico, U.S. Virgin Islands **\$116,667**
- Canada **\$108,421**
- Outside U.S. & Canada **\$126,224**

