



**Summary:** Flexible Work Study - Conducted over a 6 week period between Jan-Feb 2023. Published March 2023.

**Data sources:** Live Sales job roles as of Jan/Feb-23 on LinkedIn, Monster, CV Library, Indeed and TotalJobs. Over 780,000 total listings were analysed across 25 top sales job titles. This total data was then de-duplicated to find unique sales job vacancies.

Job Title	Total Unique Listings	Total Count Remote	Total Count Hybrid	Hybrid Ratio	Remote Ratio
Sales Administrator	17705	404	3299	18.6%	2.3%
Field Sales Account Manager	1869	135	508	27.2%	7.2%
Field Sales Executive	16335	1186	4354	26.7%	7.3%
Account Development Manager	12508	1239	3717	29.7%	9.9%
Client Relationship Manager	15592	1593	4953	31.8%	10.2%
Field Sales Manager	8441	894	2228	26.4%	10.6%
Account Manager	26144	2796	9771	37.4%	10.7%
Business Development Director	5701	614	2656	46.6%	10.8%
Senior Sales Manager	3453	373	1181	34.2%	10.8%
Senior Business Development Manager	12615	1371	3727	29.5%	10.9%
Head of Sales	9745	1071	2869	29.4%	11.0%
Account Director	11110	1226	4373	39.4%	11.0%
Business Development Manager	35276	4050	15246	43.2%	11.5%
Chief Commercial Officer	504	60	197	39.0%	11.8%
Sales Executive	25646	3179	9173	35.8%	12.4%
Chief Sales Officer	1216	152	441	36.3%	12.5%
Sales Development Representatives	10673	1405	3073	28.8%	13.2%
Sales Manager	26997	3720	7975	29.5%	13.8%
Chief Revenue Officer	797	111	363	45.6%	13.9%
Sales Director	14773	2101	6345	43.0%	14.2%
Business Development Representative	19394	2866	3865	19.9%	14.8%
Account Executive	37854	5853	14885	39.3%	15.5%
Account Development Executive	2533	421	656	25.9%	16.6%
Customer Success Manager	20002	3454	6982	34.9%	17.3%

We welcome use of our data in other publications or websites. Please reference Aaron Wallis Sales Recruitment and <https://www.aaronwallis.co.uk>