

CHIPS One (ALDA) World Total Compensation Survey – Job Families

Research & Development Families	
	Hardware Engineering
	Electronic Design Engineering
	Mechanical Design Engineering
	Hardware Engineering Default
	Multi-Discipline Hardware Engineering Roll-Up
	Engineer Technician - Hardware
	Engineer Technician
	ASIC Design Engineering
	Semiconductor Design Engineering
	Multi-Discipline Semiconductor Design Engineering Roll-Up
	Network Product Development Engineering
	Optical Engineering
	RF/Wireless Development Engineering
	Telecomm Product Development Engineering
	Network/Telecomm Development Engineering Roll-Up
	Mobile Applications Engineering
	Software Applications Engineering
	Software Operating Systems Engineering
	CAD Engineering
	Embedded Software Engineering
	User Experience Design Engineering
	Software Engineering Default
	Software Engineering Roll-Up
	Engineer Technician - Software
	Analog/Digital Signal Processing Engineering
	Systems Design Engineering
	Information Assurance Engineering
	Industrial Design Engineering
	Structural Engineering
	Environmental Engineering
	Packaging Engineering
	Materials Engineering
	Semiconductor Process Engineering
	Development Engineering Default
	All R&D Engineering Roll-Up
	Defense Sector Program/Project Management
	R&D Program/Project Management
	Chemist
	Research Scientist Basic
	Research Scientist Applied
	Research Scientist Default
	Research Scientist Roll-Up
	Design Research
	Data Scientist
	Laboratory Operations Management

Technical Job Families	
Customer Focused Support (Technical)	
	Systems Engineering (Pre-Sales)
	Systems Engineering (Post-Sales)
	Systems Engineering (Pre-/Post-Sales)
	Systems Engineering Roll-Up
	Professional Services Specialist
	Systems Engineering/Professional Services Specialist Roll-Up
	Business Process Analysis - External Focus
	Business Process Analysis - Internal Focus
	SI Business Process Consultant
	Network Engineering
	Applications Engineering
	SaaS (Software as a Service) Operations Engineer
	Technical Support Engineering
	Technical Training
	Developer Advocate
	Field Service Engineering
	Field Service Technician
	Desktop/Deskside Support Technician
	PC Help Desk Technician
	Remote Support Engineering
	Repair Technician (Remote)
Information Systems	
	Applications Programmer/Analyst
	Operating Systems Programmer/Analyst
	Enterprise Resource Planning Programmer/Analyst
	Programmer/Analyst Default
	Programmer/Analyst Roll-Up
	Business/Systems Analysis
	Database Engineer
	Database Analysis
	Telecommunications Analysis
	Network Systems Analysis
	Internal Network Engineering
	Information Systems Architect
	Information Systems Program/Project Management
	Information Technology Operations Management
	Information Technology Outsourcing Management
	IT Delivery Remote Technical Support
	Delivery Manager
	Systems Integrators
	Systems Administration
	Client/Server Database Administration
	Information Security Administration
	Cyber Security
	Artificial Intelligence Engineer
	Robotics Engineer

	PC Technician (HW/SW Support)
	Computer Operations Support
	Data Center Engineer
	Help Desk Coordinator
	Internet/E-commerce Applications Development
	Front-end Web Development
	Web Site Design
	Web Site Management/Administration
	Web Site Content Authoring/Editing
Manufacturing (Technical)	
	Semiconductor Product Engineering
	Equipment Engineering
	Configuration/Release Engineering
	Industrial Engineering
	Chemical Engineering
	Manufacturing Technician
	Manufacturing Maintenance Technician
	Hazardous Materials Technician
	Semiconductor Equipment Technician
	Semiconductor Equipment Operator
	Chemical Operator
	Manufacturing Engineering
	Manufacturing Process Engineering Default
Quality	
	Hardware Test Engineering
	Quality Engineering
	Reliability Engineering
	Software Quality/Test Engineering
	Software Quality Assurance Analysis
	Quality Engineering Default
	Quality/Manufacturing Process Engineering Roll-Up
	Six Sigma Black Belt
	Calibration Technician
	Test Equipment Technician
	Hardware Test Technician
	Inspector (QA/QC/In-Process/Receiving)
Marketing (Technical)	
	Product/Brand Management
	Offering Management
	Product Marketing
	Product Management/Marketing Default
	Product Management/Marketing Roll-Up
	Technology/Platform/Product Champion (Evangelist)
	Proposal Development
	Marketing Research
	Channel Marketing
	Industry Marketing
	Technical Marketing Support

	Marketing Default
	Marketing Roll-Up
Engineering & Construction <i>see R&D family for more technical engineering jobs</i>	
	Engineering Change Analyst
	Drafter
	Designer
	Architect
	Mechanical Engineering
	Instrument Engineering
	Electrical Engineering
	Civil/Structural Engineering
	Process Engineering
	Piping Engineering
	Construction Supervision/Site Management
	Facilities Engineering
	Facilities Technician
	Engineering and/or Construction Project Management
	Environmental Health and Safety
	Safety Technician
	Drafter/Designer Default
	Drafter/Designer Roll-Up
Other Technical	
	Technical Writing
	Technical Editing
	Technical Program/Project Management
	Mathematician/Statistician
	Geospatial Analyst
Non-Technical Job Families	
Customer Focused Support (Non-Technical)	
	User Support Specialist
	Customer Service Support
	Sales Operations - Commission Analysis
	Sales Operations - Order Administration
	Sales Support
	Sales Operations - Management
	Client Services Program/Project Management
	Business Development
Finance	
	Accounting
	Cost Accounting
	Finance
	Finance/Accounting Default
	Finance/Accounting Roll-Up
	Credit/Collection Analysis
	Credit/Collection Support
	Payroll Support
	Payable/Receivable Accounting Support
	Travel and Expense Support

	Finance/Accounting Supervisor Default
	Finance/Accounting Supervisor Roll-Up
	Controller
	Auditing
	Tax
	Treasury Analysis
	Mergers and Acquisitions Analysis
	Risk Management
	Stock Administration
	Finance Program/Project Management
Human Resources	
	Human Resource Generalist
	Human Resource Operations
	Benefits
	Compensation
	Executive Compensation
	Compensation and/or Benefits Default
	Compensation and/or Benefits Roll-Up
	Employee Relations
	Labor Relations
	HRIS
	EEO/Diversity
	Organizational Development
	Staffing
	Training
	Immigration Specialist
	Human Resource Specialist Default
	HR Program/Project Management
	Human Resource Specialist Roll-Up
	Human Resource Support
	Call Center Representative
Legal	
	General Law
	Patent Law
	Attorney Roll-Up
	Intellectual Property Licensing Services
	Contracts Negotiation
	Contracts Administration/Management
	Paralegal
	Legal Secretary
Manufacturing (Non-Technical)	
	Manufacturing Production Management
	Material/Production Control Planning
	Purchasing/Procurement for Manufacturing
	Purchasing/Procurement/Planning Default
	Purchasing/Matl Planning Roll-Up
	Logistics
	Supply Chain Analysis

	Vendor Management
	Inventory Control
	Production Scheduler
	Material Handler
	Machinist
	Maintenance Mechanic
	Machine Operator/Polish/Inspect
	Machine Operator/Sputter
	Assembler
Marketing (Non-Technical)	
	Marketing Communications
	Visual/Graphic Designer
	Promotion/Advertising
	Pricing Analysis
	Event Specialist
	Government Relations (non-attorney)
	Community Relations
	Public Relations
	Public/Community Relations Default
	Public/Community Relations Roll-Up
	Social Media
Other Administration	
	Project Engineering
	Real Estate Portfolio Management
	Occupational Health Nursing
	Security
	Chief Pilot
	Captain/Pilot
	Co-Pilot
	Business Strategy - External Focus
	Business Planning Analyst
	Business Manager
	Resource Deployment Manager
	Web Analyst
	Project/Program Management (Non-Technical)
	Import/Export Analyst
	Purchasing/Procurement for Non-Manufacturing
	Purchasing Assistant
	Property Management
	Information Services Research
	Document Content Specialist
	Office Manager
	Executive Assistant
	Administrative Assistant/Administrative Support
	Receptionist
	Data Entry Operator
	Shipping/Receiving Clerk
	Mail Clerk

Sales Family	
Sales	
	Field Sales - Direct - Commercial
	Field Sales - Direct - Government
	Field Sales - Direct - Combination
	Field Sales - Direct Roll-Up
	Field Sales - Indirect OEM
	Field Sales - Indirect VAR
	Field Sales - Indirect Distributor
	Field Sales - Indirect Retail
	Field Sales - Indirect Multiple Channels
	Field Sales - Indirect Roll-Up
	Field Sales - Direct and Indirect Combination
	Field Sales - Direct and Indirect Roll-Up
	Product/Service Sales Specialist (Overlay)
	Strategic Client Management
	Global Account Management
	National (Domestic) Account Management
	Retail - Sales (Store)
	SI Sales
	Sales Enablement Professional
	Deal Pursuit Leader
Inside Sales	
	Sales Lead Development Representative
	Inside Sales Representative - Consumer
	Inside Sales Representative - B2B Supplies, Consumables, Packaged Offerings
	Inside Sales Representative - B2B Product/Service/Solutions
	Inside Sales Roll-Up
Aerospace	
	Aeronautical Engineering
	Satellite Systems Engineer
	Autonomy Engineer
	Flight Simulation Engineer
	Aircraft Support Engineer
	Acoustics Engineer
	Quality Technician
Senior Management / Leadership	
	Mergers and Acquisitions - Leadership
	Logistics - Leadership
	Product Marketing - Leadership
	Worldwide Sales - Leadership
	Customer Service and Support - Leadership
	Marketing and Sales - Leadership
	Marketing Communications - Leadership
	Product Management - Leadership
	Purchasing - Leadership
	Domestic Sales - Leadership

	Laboratory Director - Leadership
	Training and Development - Leadership
	Facilities - Leadership
	Federal Government Regulation Affairs - Leadership
	Risk Management - Leadership
	Sales Operations - Leadership
	Audit - Leadership
	Benefits - Leadership
	Compensation - Leadership
	Financial Planning - Leadership
	Engineering - Leadership
	Tax - Leadership
	Government Relations - Leadership
	Sales and Service - Leadership
	Security - Leadership
	Corporate Development - Leadership
	Marketing - Leadership
	Product Line - Leadership
	Communications - Leadership
	Strategic Planning - Leadership
	Research and Development - Leadership
	Controller - Leadership
	Information Systems - Leadership
	Human Resources - Leadership
	Financial - Leadership