

	Yorkshire and North-east	North-west	Midlands (including East Anglia)	South-east (including London)	South-west	Annual bonus (shown as a % of salary)
Managing director	122,000	119,000	130,000	153,000	121,000	75%
Land and planning director	72,000	74,500	75,500	86,500	74,000	40%
Technical director	72,000	70,000	73,500	83,500	69,000	30%
Commercial director	70,000	71,500	73,000	79,000	70,500	35%
Construction/build director	69,000	71,000	73,000	80,000	68,000	32%
Sales and marketing director	68,000	69,000	73,000	78,000	70,000	30%
Senior land manager	56,000	59,750	66,000	68,000	56,000	25%
Technical manager	52,000	51,000	57,000	62,000	52,000	10%
Commercial manager	50,000	52,500	55,500	62,500	51,000	15%
Construction/build manager	51,000	53,000	55,000	57,500	50,000	15%
Sales and marketing manager	45,000	46,000	48,000	51,000	45,000	20%