



## International Salary. Head of the Sales Department at Tamiflex in Bangalore, India

By Matthias Beer

GRIN Verlag Gmbh Okt 2013, 2013. Taschenbuch. Book Condition: Neu. 210x148x2 mm. This item is printed on demand - Print on Demand Neuware - Seminar paper from the year 2011 in the subject Business economics - Personnel and Organisation, grade: 2.0, University of applied sciences, Munich, course: MBA, language: English, abstract: The objective of this paper is to provide John Maynard, head of the human resource department of Tamiflex, with a sound recommendation whether he should accept Marit Iyang s application for the position as the head of the new sales department in Bangalore, India. Iyang, born in India and currently working as a sales manager in the company s German headquarter, is highly qualified for the job due to her MBA-degree and three years of working experience as an expatriate in a sales office in China. Marit Iyang s possible compensation as an expatriate manager in Bangalore is calculated using the balance sheet approach and considering the COLA index. In contrast the salary of a local sales manager with comparable qualifications is evaluated with an empirical, self-made survey. While Iyang s compensation consisting of a base salary, cost of living allowance, overseas service premium, hardship allowance and housing allowance...

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