

# **Life Insurance & Superannuation Industries Remuneration Report (Australia)**

Positions surveyed | October 2023





Aon.ITC.45060.4	Senior Systems Programmer	Aon.LGL.25003.3	Complaints & Dispute Resolution Officer
Aon.ITC.45060.3	Systems Programmer		<b>Contact Centre Customer Service</b>
Aon.ITC.45060.2	Associate Systems Programmer*	Aon.CSP.35307.3	Customer Service Team Leader
Aon.ITC.45067.4	Senior Business Analyst	Aon.CSP.35005.3	Senior Customer Service Representative
Aon.ITC.45067.3	Business Analyst	Aon.CSP.35005.2	Customer Service Representative
Aon.ITC.45067.2	Associate Business Analyst		<b>Contact Centre Operations</b>
	<b>IT Support</b>	Aon.CSP.35016.6	Contact Centre General Manager
Aon.ITC.45068.5	Desktop Support Manager	Aon.CSP.35002.5	Contact Centre Operations Manager
Aon.ITC.45015.4	Desktop Support Team Leader	Aon.CSP.35001.5	Contact Centre Manager
Aon.ITC.45068.3	Senior Desktop Support Analyst	Aon.CSP.35016.4	Assistant Contact Centre Manager
Aon.ITC.45068.2	Desktop Support Analyst	Aon.CSP.35216.4	Queue Manager*
Aon.ITC.45020.4	Helpdesk Manager*	Aon.CSP.35300.3	Call Quality Assurance Analyst
Aon.ITC.45168.3	Helpdesk Team Leader*	Aon.CSP.35025.2	Contact Dispatch Officer*
Aon.ITC.45168.2	Senior Helpdesk Operator*	Aon.CSP.35716.2	Contact Centre Trainer
Aon.ITC.45068.1	Helpdesk Operator		<b>Customer Training</b>
	<b>Graduates</b>	Aon.RCS.85508.5	Customer Education Manager*
Aon.GRD.80030.1	IT Graduate - Technical (1-2 years)*	Aon.RCS.85508.4	Senior Customer Training Officer*
Aon.GRD.80020.1	IT Graduate - Technical (Entry Level <1 year)*	Aon.RCS.85508.3	Customer Training Officer*
	<b>Data warehousing/Business Intelligence</b>	Aon.RCS.85503.5	<b>Service Account Management</b>
Aon.ITC.45200.5	Principal Data Scientist		Senior Account Manager - Customer Service*
Aon.ITC.45200.4	Senior Data Scientist	Aon.RCS.85503.4	Account Manager - Customer Service
Aon.ITC.45200.3	Data Scientist		<b>Resource Management</b>
Aon.ITC.45200.2	Associate Data Scientist*		
<b>Job family: Customer Support/Service</b>		Aon.RSP.91000.5	Resource Manager
	<b>Management</b>	Aon.RSP.91000.3	Resource Consultant
Aon.EXE.CS010.7	Head of Customer Support	Aon.RSP.91000.2	Resource Coordinator
	<b>Customer Support/Service Operations Manager</b>		<b>Job family: Facilities</b>
Aon.EXS.85206.6	Support/Service Operations Manager	Aon.HOS.10001.3	<b>Catering/Hospitality</b>
Aon.RCS.85501.6	State/Region Customer Support/Service Manager	Aon.HOS.10003.2	Head Chef*
Aon.RCS.85501.5	Customer Support/Service Manager	Aon.HOS.11001.2	Head Waiter*
	<b>Complaints &amp; Dispute Resolution</b>	Aon.HOS.10000.1	Sous Chef*
Aon.LGL.25003.4	Complaints & Dispute Resolution Team Leader	Aon.HOS.10001.1	Kitchen Hand*
		Aon.HOS.10003.1	Chef*
			Waiter*

Aon.HOS.10002.3	Catering Manager *		
Aon.HOS.10002.2	Catering Coordinator*	Aon.ITC.45300.5	Senior Quantitative/Predictive Modelling Analyst *
Aon.HOS.10002.1	Catering Assistant*		Quantitative/Predictive Modelling Analyst*
	<b>Operations &amp; Facilities</b>	Aon.ITC.45300.4	Functional Lead of Commercial
Aon.EXS.85410.6	Head of Operations & Facilities Management	Aon.FIN.30220.6	Commercial Manager
Aon.ADM.40008.5	Facilities Manager	Aon.FIN.30004.5	Senior Commercial Analyst
	<i>Regional Facilities Manager/Portfolio Manager*</i>	Aon.FIN.30220.4	Commercial Analyst
Aon.OPR.90201.5	Facilities, Maintenance & Property Team Leader	Aon.FIN.30220.3	Head of Pricing*
Aon.ADM.40002.4	Facility Operations Manager	Aon.FIN.30104.6	Commercial Pricing & Analysis Manager*
Aon.OPR.90201.4	Senior Facilities, Maintenance & Property Officer	Aon.FIN.30104.5	Commercial Pricing Analyst*
Aon.FIN.30008.3	Facilities, Maintenance & Property Officer	Aon.FIN.30104.4	Sales Commission Administrator*
Aon.ADM.40008.2	Facilities, Fleet Management & Purchases Administrator*	Aon.ITS.15020.3	<b>Credit &amp; Collections</b>
Aon.FIN.30001.2	Mail Room Manager*	Aon.CSP.35116.4	Credit/Collections Manager*
Aon.ADM.40301.3	Mail Room Officer	Aon.CSP.35416.3	Credit/Collections Team Leader*
Aon.ADM.40101.1		Aon.CSP.35416.2	Credit/Collections Officer*
<b>Job family: Finance</b>			
	<b>Accounts</b>	Aon.CSP.35425.2	Credit Assessment Specialist*
Aon.FIN.30112.4	Credit Control Team Leader*	Aon.CSP.35426.2	Recoveries Specialist*
Aon.FIN.30312.3	Senior Credit Control Officer*		<b>Financial Accounting</b>
Aon.FIN.30212.2	Credit Control Officer	Aon.FIN.30210.5	Financial Accounting Manager
Aon.FIN.30114.4	Accounts Team Leader	Aon.FIN.30010.4	Senior Financial Accountant
Aon.FIN.30112.3	Senior Accounts Officer	Aon.FIN.30010.3	Financial Accountant
Aon.FIN.30112.2	Accounts Officer		<b>General Accounting</b>
	<b>Commercial</b>	Aon.EXE.FI010.7	Chief Financial Officer
Aon.FIN.30015.6	Chief Economist*	Aon.FIN.30012.6	Financial Controller
Aon.FIN.30015.4	Economist*	Aon.FIN.30012.5	Finance Manager
	Head of Financial Planning & Analysis (FP&A)	Aon.FIN.30012.4	Senior Accountant
Aon.EXE.FI030.6	Financial Planning & Analysis (FP&A) Manager	Aon.FIN.30012.3	Accountant
	Senior Financial Planning & Analysis (FP&A) Analyst	Aon.FIN.30012.2	Assistant Accountant
Aon.FIN.FI030.5	Financial Planning & Analysis (FP&A) Analyst	Aon.FIN.30412.3	Systems Accountant
	Principal		<b>Internal Audit</b>
Aon.FIN.FI030.4	Quantitative/Predictive Modelling Analyst*	Aon.EXE.FI040.6	Head of Internal Audit
		Aon.FIN.30002.5	Internal Audit Manager
Aon.FIN.FI030.3		Aon.FIN.30102.4	Internal Audit Team Leader*
		Aon.FIN.30002.4	Senior Internal Auditor
Aon.ITC.45300.6		Aon.FIN.30002.3	Internal Auditor



	<b>Management Accounting</b>		
Aon.FIN.30013.5	Management Accounting Manager	Aon.HRS.50606.4	<b>Global Mobility</b> Senior Human Resources Consultant - Global Mobility*
Aon.FIN.30013.4	Senior Management Accountant		<b>HRIS &amp; Reporting</b>
Aon.FIN.30013.3	Management Accountant	Aon.HRS.50015.5	HRIS & Reporting Manager*
	<b>Payroll</b>	Aon.HRS.50016.4	Senior HRIS & Reporting Specialist
Aon.FIN.30016.4	Payroll Manager	Aon.HRS.50012.3	HRIS & Reporting Specialist
Aon.FIN.30016.3	Senior Payroll Officer		<b>Industrial/Employee Relations</b>
Aon.FIN.30016.2	Payroll Officer		Functional Lead of Human Resources - Industrial/Employee Relations*
	<b>Tax Accounting</b>	Aon.EXE.HR020.6	Human Resources Manager - Industrial/Employee Relations*
Aon.FIN.30112.6	Head of Tax		Senior Human Resources Consultant - Industrial/Employee Relations*
Aon.FIN.30112.5	Taxation Manager		
Aon.FIN.30212.4	Senior Taxation Accountant	Aon.HRS.50505.5	Leadership & Organisational Development
Aon.FIN.30212.3	Taxation Accountant		Functional Lead of Human Resources - Leadership & Organisational Development
	<b>Treasury</b>		Human Resources Manager - Leadership & Organisational Development
Aon.FIN.30018.6	Group Treasurer/Head of Treasury*	Aon.HRS.50506.4	Learning & Development
Aon.FIN.30018.5	Assistant Treasurer*		Functional Lead of Human Resources - Learning & Development
Aon.FIN.30118.5	Treasury Manager*		Human Resources Manager - Learning & Development
Aon.FIN.30018.4	Senior Treasury Analyst*		Senior Human Resources Consultant - Learning & Development
Aon.FIN.30018.3	Treasury Analyst*		Trainer/Training
Aon.FIN.30019.3	Treasury Operations Assistant*		Facilitator - Learning & Development
	<b>Job family: Graduates</b>	Aon.HRS.50503.6	<b>Work Health &amp; Safety</b> Functional Lead of Work Health & Safety*
	<b>Corporate Graduates</b>		
Aon.GRD.80040.1	Graduate - Corporate Support (1-2 years)*	Aon.HRS.50605.5	
Aon.GRD.80010.1	Graduate - Corporate Support (Entry Level <1 year)*		
	<b>Job family: Human Resources</b>	Aon.HRS.50203.6	
	<b>Generalist</b>		
Aon.EXE.HR010.7	Head of Human Resources	Aon.HRS.50205.5	
Aon.HRS.50003.6	Functional Lead of Human Resources - Generalist	Aon.HRS.50206.4	
Aon.HRS.50005.5	Human Resources Manager - Generalist	Aon.HRS.50202.3	
Aon.HRS.50006.4	Senior Human Resources Consultant - Generalist	Aon.HRS.50212.3	
Aon.HRS.50002.3	Human Resources Consultant - Generalist		
Aon.HRS.50001.2	Human Resources Associate	Aon.HRS.50405.6	

Aon.HRS.50405.5	Human Resources Manager - Work Health & Safety		<b>Investment Management</b> Senior Portfolio Manager
Aon.HRS.50406.4	Senior Human Resources Consultant - Work Health & Safety	Aon.INM.IM101.6	- Investment Management <i>Portfolio Manager -</i>
Aon.HRS.50402.3	<i>Human Resources Consultant - Work Health &amp; Safety*</i>	Aon.INM.IM101.5	<i>Investment Management*</i>
Aon.HRS.50303.6	<b>Recruitment</b> <i>Functional Lead of Human Resources - Recruitment*</i>	Aon.INM.IM112.4	Senior Analyst - Investment Management <i>Analyst - Investment Management*</i>
Aon.HRS.50305.5	Human Resources Manager - Recruitment	Aon.INM.IM101.2	<i>Investment Support Administrator*</i>
Aon.HRS.50306.4	Senior Human Resources Consultant - Recruitment	<b>Job family: Legal, Compliance &amp; Procurement</b>	
Aon.HRS.50302.3	Human Resources Consultant - Recruitment		<b>Compliance</b>
Aon.HRS.50103.6	<b>Remuneration &amp; Benefits</b> <i>Functional Lead of Human Resources - Remuneration &amp; Benefits</i>	Aon.LGL.25001.6	Head of Compliance
Aon.HRS.50105.5	Human Resources Manager - Remuneration & Benefits	Aon.LGL.25001.5	Compliance Manager
Aon.HRS.50106.4	Senior Human Resources Consultant - Remuneration & Benefits	Aon.LGL.25001.4	Senior Compliance Officer
Aon.HRS.50102.3	<i>Human Resources Consultant - Remuneration &amp; Benefits*</i>	Aon.LGL.25001.3	Compliance Officer
Aon.HRS.80001.6	<b>Diversity &amp; Inclusion</b> <i>Functional Lead of Human Resources - Diversity &amp; Inclusion*</i>	Aon.LGL.25002.5	<b>Contracts Administration</b> <i>Contracts Administration Manager*</i>
Aon.HRS.80001.5	Human Resources Manager - Diversity & Inclusion*	Aon.LGL.25022.4	<i>Team Leader Contracts Administration*</i>
Aon.HRS.80001.4	Senior Human Resources Consultant - Diversity & Inclusion*	Aon.LGL.25022.3	<i>Senior Contracts Administrator*</i>
		Aon.LGL.25012.2	<i>Contracts Administrator*</i>
			<b>Legal</b>
		Aon.EXE.LE010.7	Chief Legal Counsel
		Aon.LGL.25009.6	Senior Legal Counsel
		Aon.LGL.25009.5	Legal Counsel
		Aon.LGL.25009.4	Senior Lawyer
		Aon.LGL.25009.3	Lawyer
		Aon.LGL.25109.2	<i>Entry Level Lawyer (Graduate)*</i>
		Aon.LGL.25008.3	Senior Paralegal
		Aon.LGL.25009.2	Paralegal
		Aon.LGL.25009.1	<i>Junior Paralegal *</i>
		Aon.LGL.25209.2	<i>Legal Secretary*</i>
		Aon.EXE.LE040.6	<b>Litigation</b> <i>Head of Litigation*</i>
			<b>Purchasing/Procurement</b>
		Aon.EXS.85505.6	Functional Lead Purchasing/Procurement
<b>Job family: Investment Management</b>			
	<b>General Management</b>		
Aon.EXE.30001.7	Chief Investment Officer		
Aon.INM.IA201.6	<b>Investment Analytics</b> Manager - Investment Analytics		
Aon.INM.IA112.4	Senior Analyst - Investment Analytics		
Aon.INM.IA110.3	<i>Analyst - Investment Analytics*</i>		

Aon.LGL.25010.5	Purchasing/Procurement Manager	Aon.CSP.35222.2	Claims Assessor
Aon.LGL.25012.4	Purchasing/Procurement Team Leader	Aon.CSP.35004.1	Claims Administrator
Aon.LGL.25002.3	<i>Contracts Negotiator*</i>	Aon.CSP.35022.1	<i>Trainee Claims Assessor*</i>
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<b>Job family: Life Insurance Underwriting</b>			
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<b>Underwriting</b>			
Aon.LGL.25016.3	Senior Purchasing/Procurement Officer	Aon.UND.92713.7	Chief Life Insurance Underwriter
Aon.LGL.25011.2	<i>Purchasing/Procurement Officer*</i>	Aon.UND.92700.5	Underwriting Manager
<b>Quality Assurance</b>		Aon.UND.92701.5	Principal Underwriter
Aon.ADM.40090.6	<i>Corporate Quality Manager*</i>	Aon.UND.92706.5	Senior Technical Underwriter
Aon.PRO.90807.5	Corporate Quality Assurance Manager	Aon.UND.92703.4	Senior Underwriter
Aon.PRO.90807.3	Corporate Quality Assurance Consultant	Aon.UND.92706.4	Technical Underwriter
Aon.CSP.35019.2	Corporate Quality Assurance Coordinator	Aon.UND.92796.3	Underwriter
<b>Regulatory Affairs</b>		Aon.UND.92723.2	<i>Trainee Underwriter (less than 3 years experience)*</i>
Aon.EXE.LE050.6	Head of Regulatory Affairs	Aon.UND.92733.2	Underwriting Case Manager
Aon.LGL.26001.5	Regulatory Affairs Manager	<hr/>	
Aon.LGL.26001.4	Senior Regulatory Affairs Specialist	<b>Job family: Marketing</b>	
Aon.LGL.26001.3	<i>Regulatory Affairs Specialist*</i>	<hr/>	
<b>Brand</b>			
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<b>Life Insurance Claims</b>			
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<b>Life Insurance Claims</b>			
Aon.EXE.90200.7	General Manager Claims - Life Insurance	Aon.EXE.MK020.6	Functional Lead of Marketing - Brand
Aon.CSP.35122.6	<i>Head of Claims - Disability*</i>	Aon.MKT.20014.5	Brand Manager
Aon.CSP.35222.6	Head of Claims - Life	Aon.MKT.20501.4	Senior Marketing Consultant - Brand
Aon.CSP.35022.5	Claims Manager	Aon.MKT.20501.3	Marketing Consultant - Brand
Aon.CSP.35122.5	<i>Claims Manager - Disability*</i>	<b>Communications</b>	
Aon.CSP.35222.5	Claims Manager - Life	Aon.MKT.20211.6	Functional Lead of Marketing - Marketing Communications
Aon.CSP.35022.4	Claims Team Leader - Life	Aon.MKT.20315.5	Marketing Manager - Marketing Communications
Aon.CSP.35122.4	<i>Claims Team Leader - Disability*</i>	Aon.MKT.20225.4	Senior Marketing Consultant - Marketing Communications
Aon.CSP.35222.4	Claims Team Leader	Aon.MKT.20406.3	Marketing Consultant - Marketing Communications
Aon.CSP.35022.3	Senior Claims Assessor - Life	Aon.MKT.20715.5	Marketing Manager - Internal Communications
Aon.CSP.35122.3	<i>Senior Claims Assessor - Disability*</i>	Aon.MKT.20715.4	Senior Marketing Consultant - Internal Communications
Aon.CSP.35222.3	Senior Claims Assessor	Aon.MKT.20715.3	Marketing Consultant - Internal Communications
Aon.CSP.35022.2	Claims Assessor - Life	<b>Corporate Affairs</b>	
Aon.CSP.35122.2	<i>Claims Assessor - Disability*</i>	Aon.EXE.CA010.7	Head of Corporate Affairs
		Aon.FIN.30106.6	<i>Corporate Social Responsibility Manager*</i>

Aon.MKT.20415.5	Marketing Manager - Corporate Affairs*	Aon.TEC.92201.6	<b>Graphic/Visual Design</b> Head of Design*
Aon.MKT.20325.4	Senior Marketing Consultant - Corporate Affairs*	Aon.TEC.92201.5	Graphic/Visual Design Manager*
Aon.MKT.20106.3	Marketing Consultant - Corporate Affairs*	Aon.ITC.46035.4	Graphic/Visual Design Team Leader*
Aon.MKT.20030.6	<b>Customer Experience</b> Head of Customer Experience	Aon.ITC.45135.3	Senior Graphic/Visual Designer
Aon.EXE.DG010.7	<b>Digital/Online</b> General Manager - Digital/Online	Aon.ITC.45035.2	Graphic/Visual Designer
Aon.MKT.20030.5	<b>Customer Experience</b> Customer Experience Manager*	Aon.EXE.CA030.6	<b>Investor Relations</b> Functional Lead of Marketing - Investor Relations*
Aon.MKT.20090.5	<b>Digital/Online</b> Marketing Manager - Digital/Online	Aon.MKT.21415.5	Investor Relations Manager*
Aon.MKT.20090.4	Senior Marketing Consultant - Digital/Online	Aon.MKT.21415.3	Investor Relations Consultant*
Aon.MKT.20030.4	<b>Customer Experience</b> Customer Experience Team Leader*	Aon.MKT.20111.6	<b>Segment/Channel</b> Functional Lead of Marketing - Segment/Channel Marketing
Aon.MKT.20030.3	Customer Experience Analyst*	Aon.MKT.20215.5	Marketing Manager - Segment/Channel Marketing
Aon.MKT.20090.3	<b>Digital/Online</b> Marketing Consultant - Digital/Online	Aon.MKT.20125.4	Senior Marketing Consultant - Segment/Channel Marketing*
Aon.MKT.20060.4	Senior SEO/SEM Specialist*	Aon.MKT.20306.3	Marketing Consultant - Segment/Channel Marketing*
Aon.MKT.20060.3	SEO/SEM Specialist*	Aon.MKT.20022.5	<b>Social Media</b> Social Media Strategy Manager*
Aon.ITC.45255.4	Digital/Online Content Team Leader	Aon.MKT.20022.4	Social Media Team Leader*
Aon.ITC.45255.3	Senior Digital/Online Content Author	Aon.MKT.20022.3	Senior Social Media Specialist*
Aon.ITC.45135.2	Digital/Online Content Author	Aon.MKT.20022.2	Social Media Specialist*
Aon.EXE.MK010.7	<b>Generalist</b> Chief Marketing Officer	Aon.MKT.20005.5	<b>Sponsorship &amp; Events</b> Marketing Manager - Sponsorships*
Aon.MKT.20011.6	Functional Lead of Marketing - Generalist	Aon.MKT.20005.3	Marketing Consultant - Sponsorships*
Aon.MKT.20115.5	Marketing Manager - Generalist	Aon.MKT.20006.5	Marketing Manager - Events*
Aon.MKT.20025.4	Senior Marketing Consultant - Generalist	Aon.MKT.20006.4	Senior Marketing Consultant - Events
Aon.MKT.20206.3	Marketing Consultant - Generalist	Aon.MKT.20006.3	Marketing Consultant - Events
Aon.MKT.20004.2	Marketing Associate	Aon.MKT.20615.5	<b>Technical/B2B</b> Marketing Manager - Technical Marketing*
Aon.MKT.20002.4	Campaign Delivery Manager		



Aon.MKT.20525.4	Senior Marketing Consultant - Technical Marketing*	Aon.PMN.70003.6	Project Management - General Project Director
Aon.MKT.20606.3	Marketing Consultant - Technical Marketing*	Aon.PMN.70002.5	Project Manager (Large)
<b>Job family: Product</b>		Aon.PMN.70002.4	Project Manager (Medium)
<b>Market Insights &amp; Analytics</b>		Aon.PMN.70002.3	Project Manager (Small)
Aon.EXE.MK030.6	Functional Lead of Marketing - Intelligence/Research	Aon.PMN.70001.3	Project Manager (Very Small)*
Aon.MKT.20515.5	Marketing Manager - Market Intelligence/Research	Aon.PMN.70004.6	<b>Project Office</b> Senior Project Office Manager
Aon.MKT.20425.4	Senior Marketing Consultant - Market Intelligence/Research*	Aon.PMN.70004.5	Project Office Manager
Aon.MKT.20506.3	Marketing Consultant - Market Intelligence/Research	Aon.ITC.45041.4	Senior Project Office Administrator/Coordinator
Aon.MKT.20514.5	Customer Insights Manager	Aon.PMN.70004.4	Project Office Analyst
Aon.MKT.20515.4	Senior Customer Insights Analyst	Aon.PMN.70004.3	Project Office Administrator/Coordinator
Aon.MKT.20515.3	Customer Insights Analyst	<b>Job family: Risk &amp; Fraud</b>	
<b>Product Management</b>		Aon.LGL.25005.5	<b>Fraud</b> Fraud Investigations Manager*
Aon.EXE.MK050.6	Functional Lead - Product Management	Aon.LGL.25007.4	Fraud Team Leader*
Aon.PRD.47001.5	Senior Product Manager	Aon.LGL.25004.3	Fraud Analyst
Aon.PRD.47001.4	Product Manager	Aon.LGL.25006.3	Fraud Investigator*
Aon.MKT.21020.3	Associate Product Manager	Aon.EXE.45001.7	<b>Risk</b> Chief Risk Officer
<b>User Experience Design and Research</b>		Aon.EXE.RM010.6	Head of Risk
Aon.ITC.45064.6	Functional Lead of User Experience Design/Research*	Aon.RSK.31101.6	Senior Risk Manager
Aon.ITC.45064.5	User Experience Design/Research Manager	Aon.RFN.85401.5	Risk Management Manager
Aon.ITC.45064.4	Senior User Experience Designer/Researcher	Aon.RFN.85401.4	Risk Management Team Leader
Aon.ITC.45064.3	User Experience Designer/Researcher	Aon.EXE.RM010.7	Head of Risk Management*
Aon.ITC.45064.2	Junior User Experience Designer/Researcher*	Aon.RFN.85401.3	Risk Management Senior Analyst
<b>Job family: Project Management</b>		Aon.RFN.85401.2	Risk Management Analyst
<b>Cost/Schedule Control</b>		<b>Job family: Sales</b>	
Aon.FIN.30007.4	Senior Project Officer - Cost/Schedule Control*	<b>Account Management</b>	
Aon.FIN.30007.3	Project Officer - Cost/Schedule Control*	Aon.ITS.15001.6	Account Director (Existing Account Only)
		Aon.ITS.15001.5	Strategic Account Manager (Existing Account Only)
		Aon.ITS.15001.4	Major/Key Account Manager (Existing Account Only)

Aon.ITS.15002.4	Senior Sales Account Manager (Existing Account Only)	Aon.ITS.15020.5	Sales Manager
Aon.ITS.15003.3	Sales Account Manager (Existing Account Only)	Aon.ITS.15014.4	Area Sales Team Leader*
Aon.ITS.15001.2	Associate Account Manager	Aon.ITS.15214.4	Senior Sales Representative
Aon.PRO.90800.5	<b>Bid Management</b> Senior Bid Manager*	Aon.ITS.15014.3	Sales Representative
Aon.PRO.90800.4	Bid Manager	Aon.ITS.15014.2	Associate Sales Representative*
			<b>Inside Sales</b>
		Aon.ITS.15018.5	Inside Sales Manager*
	<b>Business Development</b>	Aon.ITS.15018.4	Senior Inside Sales Representative*
Aon.EXE.MK060.7	Head of Business Development*	Aon.ITS.15018.3	Inside Sales Representative*
Aon.ITS.15009.6	Principal Business Development Manager	Aon.ITS.15018.2	Associate Inside Sales Representative*
Aon.ITS.15009.5	Senior Business Development Manager		<b>Retail Outlet/Store Sales</b>
Aon.ITS.15009.4	Business Development Manager	Aon.BEV.75660.4	Merchandise Manager*
Aon.ITS.15009.3	Associate Business Development Manager*	Aon.SLS.15035.4	Retail Outlet/Store Manager*
Aon.ITS.14009.2	Business Development Assistant	Aon.SLS.15035.3	Assistant Retail Outlet/Store Manager*
		Aon.ITS.15035.2	Retail Outlet/Store Sales Consultant*
	<b>Channel/Dealer Sales</b>		<b>Sales</b>
Aon.EXS.85004.6	Senior Channel/Dealer Sales Manager*		<b>Operations/Support</b>
Aon.ITS.15014.5	Channel/Dealer Sales Manager	Aon.EXE.SA020.6	Functional Lead - Sales Operations & Support
Aon.ITS.15013.4	Senior Channel/Dealer Sales Representative*	Aon.SLS.15027.5	Sales Operations Manager
Aon.ITS.15114.3	Channel/Dealer Sales Representative*	Aon.ITS.15019.4	Sales Operations Team Leader
Aon.ITS.15013.2	Associate Channel/Dealer Sales Representative*	Aon.ITS.15019.3	Sales Operations Analyst
		Aon.ITS.15019.2	Sales Operations Coordinator
	<b>Contact Centre Sales</b>	Aon.SLS.15028.1	Order Processing/Sales Administration Assistant*
Aon.SLS.15036.3	Contact Centre Sales Team Leader*		<b>Technical Pre-Sales Support</b>
Aon.CSP.35036.2	Senior Contact Centre Sales Representative*	Aon.SLS.15023.6	Senior Pre-Sales Support Manager*
Aon.CSP.35036.1	Contact Centre Sales Representative*	Aon.SLS.15022.5	Pre-Sales Support Manager*
Aon.CSP.35156.1	Lead Generation Specialist*	Aon.SLS.15122.5	Principal Pre-Sales Support Specialist*
		Aon.SLS.15022.4	Senior Pre-Sales Support Specialist*
Aon.EXE.SA010.7	Head of Sales	Aon.SLS.15022.3	Pre-Sales Support Specialist*
Aon.ITS.15024.6	Senior Principal Sales Representative	Aon.SLS.15022.2	Associate Pre-Sales Support Specialist*
Aon.ITS.15024.5	Principal Sales Representative*		
Aon.ITS.15020.6	Senior Sales Manager - Industry/LOB/Region/Market/BU		

<b>Job family: Senior Executive</b>			
<b>General Management</b>		Aon.EXE.ST010.7	<b>Group Strategy</b>
Aon.EXE.GM010.8	Chief Executive Officer	Aon.EXE.ST030.6	Head of Strategy
Aon.EXE.GM020.7	Chief Operating Officer	Aon.STR.10000.5	Functional Lead of Strategy - Strategy & Projects
Aon.EXE.LE020.7	Company Secretary	Aon.STR.10000.4	Strategy Manager
	Head of Single Corporate Function (Not Elsewhere Classified)	Aon.STR.10000.3	Senior Strategy Analyst*
Aon.EXE.CO900.7	Head of Multiple Corporate Functions (Not Elsewhere Classified)	Aon.EXE.ST020.6	Strategy Analyst
Aon.EXE.CO999.7	Head of Single Profit Centre		<b>Mergers &amp; Acquisitions</b>
Aon.EXE.GM040.7	Head of Multiple Profit Centres	Aon.STR.10040.5	Functional Lead of Strategy - Mergers & Acquisitions*
Aon.EXE.GM030.7	Head of Single Operations/Technical Discipline (Not Elsewhere Classified)	Aon.STR.10040.4	<b>Process Improvement</b>
Aon.EXE.OP900.7	Head of Multiple Operations/Technical Discipline (Not Elsewhere Classified)	Aon.STR.10040.3	Process Improvement Manager
Aon.EXE.OP999.7			Process Improvement Consultant
			Process Improvement Analyst
			<b>Innovation</b>
		Aon.INO.89310.7	Head of Innovation*
		Aon.INO.89315.7	Innovation Consulting Director*
		Aon.INO.89310.6	Senior Innovation Manager*
		Aon.INO.89310.5	Innovation Manager*
		Aon.INO.89315.5	Innovation Principal Consultant*
		Aon.INO.89310.4	Innovation Senior Consultant*
		Aon.INO.89310.3	Innovation Consultant*
		Aon.INO.89310.2	Innovation Analyst*
<b>Job family: Strategy</b>		<b>Job family: Wealth Management</b>	
<b>Business Intelligence</b>		<b>Corporate Managed Funds</b>	
Aon.ITC.45016.6	Head of Data/BI Analytics	Aon.SPR.91800.5	Administration Manager - Corporate Managed Funds*
Aon.ITC.45016.5	Data/BI Analytics Manager	Aon.SPR.91800.4	Team Leader - Corporate Managed Funds*
Aon.ITC.45016.4	Senior Data/BI Analyst	Aon.SPR.91800.3	Senior Fund Administrator*
Aon.ITC.45016.3	Data/BI Analyst	Aon.SPR.91800.2	Fund Administrator - Level 3*
Aon.ITC.45016.2	Junior Data/BI Analyst	Aon.SPR.91810.2	Fund Administrator - Level 2*
		Aon.SPR.91800.1	Fund Administrator - Level 1*
		Aon.RFN.85400.5	<b>Financial Planning</b>
			Manager - Financial Planning*
<b>Change Management</b>			
Aon.HRS.50022.6	Senior Change Manager*		
Aon.HRS.50022.5	Change Manager		
Aon.HRS.50012.4	Change Management Specialist		
Aon.HRS.50022.3	Change Management Coordinator		
<b>Digital/Online</b>			
Aon.MKT.20099.6	Head of Digital/Online Strategy*		
Aon.MKT.20099.5	Digital/Online Strategy Manager		
Aon.MKT.20018.4	Digital/Online Optimisation Consultant*		
Aon.MKT.20099.4	Senior Digital/Online Strategy Analyst*		
Aon.MKT.20099.3	Digital/Online Strategy Analyst*		

Aon.INN.89504.3	Senior Financial Planner		
Aon.INN.89504.2	Financial Planner*	Aon.SPR.91801.5	<b>Master Trust</b> Manager - Master Trust*
Aon.INN.89514.2	Para Planner - Financial Planning*	Aon.SPR.91801.4	Team Leader - Master Trust*
	<b>Fund Accounting</b>	Aon.SPR.91801.3	Senior Plan Administrator*
		Aon.SPR.91801.2	Plan Administrator*
Aon.EXS.85200.7	Head of Superannuation*		<b>Portfolio Management</b> Senior Portfolio Manager - Wealth Management*
Aon.FIN.30011.4	Senior Fund Accountant*	Aon.SPR.91802.5	Portfolio Manager - Portfolio Management*
Aon.FIN.30011.3	Fund Accountant*	Aon.SPR.91802.4	Assistant Portfolio Manager*
Aon.FIN.30011.2	Assistant Fund Accountant*	Aon.SPR.91802.3	

**Please note:** \*these positions are available to be surveyed but did not print within this survey cycle. For a softcopy version of all positions surveyed please refer to Aon's website. Instructions to the web are as follows: [aonhumancapital.com.au](http://aonhumancapital.com.au) then click on 'Resources' and 'Position Description Search'. If you require assistance, please contact: Ryan Zhang on +61 2 9253 7924 or [ryan.zhang@aon.com](mailto:ryan.zhang@aon.com)