

Australia's highest-paying jobs

When it comes to salary conversations, knowledge is power. We've compiled a list that shows which jobs in your industry currently have the highest salaries, so you can take this information to the negotiating table.

Click on the table below – it shows a list of the highest-paying jobs advertised on SEEK across Australia.

{{HIGHEST_PAYING_JOBS_BY_CLASS}}

**A minimum threshold of job ads per quarter on SEEK is required for a role to appear in this table*

Tech leaders top the list

Roles for Head of Technology in the Information & Communications Technology (ICT) industry are attracting the biggest pay packets in Australia. The average advertised salary for the role is \$223,726 – that's a year-on-year increase of 22%.

David Cawley, Senior Regional Director of Hays says an imbalance between supply and demand is continuing to drive a spike in salaries in many industries. But digital transformation projects across the Australian economy are also creating a strong need for tech leadership skills.

“Demand for IT talent is always strong, because technology is a vital part of business strategy and it's evolving so quickly,” he says.

“An understanding of emerging technologies is always seen as a bit of a bonus.”

More money for healthcare workers

In the Healthcare & Medical industry, the average advertised salary for

Anaesthetists is \$222,004, which is 5% more than the same time last year. Meanwhile, General Practitioners have seen a 6% year-on-year salary boost of \$218,268.

Dan Hobson, Manager of recruitment company FHR's newly established healthcare division, says demand for healthcare workers continues to grow.

"Roles required for the surgery environment in particular are commanding a much higher salary and hospitals are still struggling to meet demand for things like elective surgeries," he says.

How to negotiate a pay rise

It's natural to feel nervous when asking for more money, but Cawley recommends using your knowledge of salary trends to back up your request.

"When it comes time to ask for a pay rise and negotiate salary, do your research so that your conversation is based on fact rather than emotion," he says.

"If you're negotiating a salary increase with your current employer, it's also important to think about your achievements since your last salary review, so that you can substantiate your performance and the value you bring to a role," adds Cawley.

"Also, think about how your role may have changed since your last salary review. Has your volume of work increased? Have there been restructured projects that have required you to pick up tasks that a previous colleague may well have undertaken? This kind of information, along with an understanding of the market trends, will help you to focus the conversation on the facts."

Hobson adds that even the most in-demand workers should remain realistic about their salary expectations.

"We all know there's a lot of money in specialist healthcare roles, for example, but you've still got to earn your stripes," he says.

"It's also important to remember that employers want to see a return on their investment, so you need to be able to demonstrate a very strong work ethic and show the value that you have brought to an organisation when you're negotiating salary."

Making the most of your job search

If salary is the key motivator in the hunt for your next job, you can make it a priority in your search.

SEEK's salary filter lets you search for jobs by salary, even if an employer doesn't show the salary range on the job ad. It helps you save time and energy by showing you the jobs that meet your salary needs.

As the cost of living continues to rise, money is likely on your mind. Use the information that you have about salary trends in your industry to shape your next negotiation, but remember to also demonstrate why you're worth every cent.

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