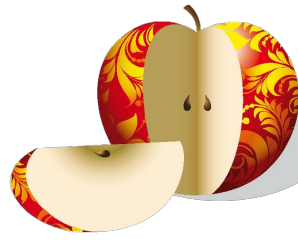


MOSCOW



Awara



SALARY SURVEY PHARMA PRODUCTION MOSCOW 2014



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This salary survey was conducted in order to provide an overview of the job market and average salaries in the Pharma Production sphere in Moscow. In order to keep the survey manageable yet meaningful, only the most in-demand positions are displayed (you can request a more detailed salary survey from us to fit your needs).

What becomes obvious is that the most sought for positions among employers are Head of medical.

In general, salaries (especially for executives) in Moscow are on the rise. At the same time, mostly due to this phenomenon, it is difficult to state a definite salary figure as the pay for most positions can vary considerably depending factors such as the size of the company and the level of experience of the employee, especially among the top ranks, wherefore the salaries listed are

variable estimations.

The first column displays the salary of the major part of employees. To give an idea of the earning possibilities in the Pharma Production sphere in Moscow, we introduced a "Top Earners" column, displaying an average salary level at the top end of the job market. Top Earners usually have a higher level of education and specialize in higher technologies or work for international companies.

More and more large, internationally operating Pharma Production companies are entering the Moscow markets. People providing the needed skills in the higher positions of these companies are rare and thus very well paid.

Methodology:

In order to provide our clients with up-to-date and reliable salary information we have relied on extensive research from a diverse pool of professional sources. The figures were accumulated from online surveys and personal interviews with participants consisting of executives and specialists working in or related to the Pharma Production sphere in Moscow, representatives of leading Pharma Production employers, job candidates, career portals, and estimations by Awara's experienced specialists.

The salary estimate quotes in the tables to follow portray average monthly gross salary ranges which do not include bonuses. The figures are presented in RUR.

HEADHUNTING AND RECRUTMENT WITH SUCCESS FEES ONLY -

Your success is our success



Labor environment in the region in comparison to labor environment in Russia

	MOSCOW	RUSSIA
Average salary, Rur	59,658	31,929
Unemployment rate (Rosstat) for July-October, %	1.3	4.9
Unemployment rate (Department of Labor and Employment) for October,%	0.33	1

Moscow

Monthly Gross Salaries, RUR

POSITIONS	AVERAGE SALARY	TOP EARNERS*
Engineering department		
Head of engineering	133,333	200,000
Senior engineering manager / Team Lead	100,000	150,000
Engineer	56,500	80,000

**Top Earners usually have a higher level of education and specialize in higher technologies or work for international companies.*



POSITIONS	AVERAGE SALARY	TOP EARNERS*
Manufacturing department		
Head of manufacturing	140,750	230,000
Senior manufacturing manager / Team Lead	96,300	140,000
Shift leader / Production supervisor	60,000	110,000
Medical department		
Medical Director	250,000	400,000
Senior medical manager	151,000	250,000
Senior health economist / Market access manager	124,250	230,000
Clinical research manager	97,500	140,000
Clinical research specialist	70,750	100,000
R&D		
Head of R&D	240,000	300,000
Senior R&D Manager	140,000	200,000
Scientist / Research manager	90,000	150,000
Laboratory specialist	50,000	70,000

**Top Earners usually have a higher level of education and specialize in higher technologies or work for international companies.*



About Awara

Awara offers a wide array of advisory services for strategic business development, establishment and investment, and the implementation and execution of our advice, covering all areas of corporate management, management consulting, law, accounting, audit, financial administration, IT-solutions, recruitment and executive search, HR

services, training and development, marketing and market research.

With our international background and superior knowledge of local market practices, we possess the solid experience needed to provide quality services in this part of the world.

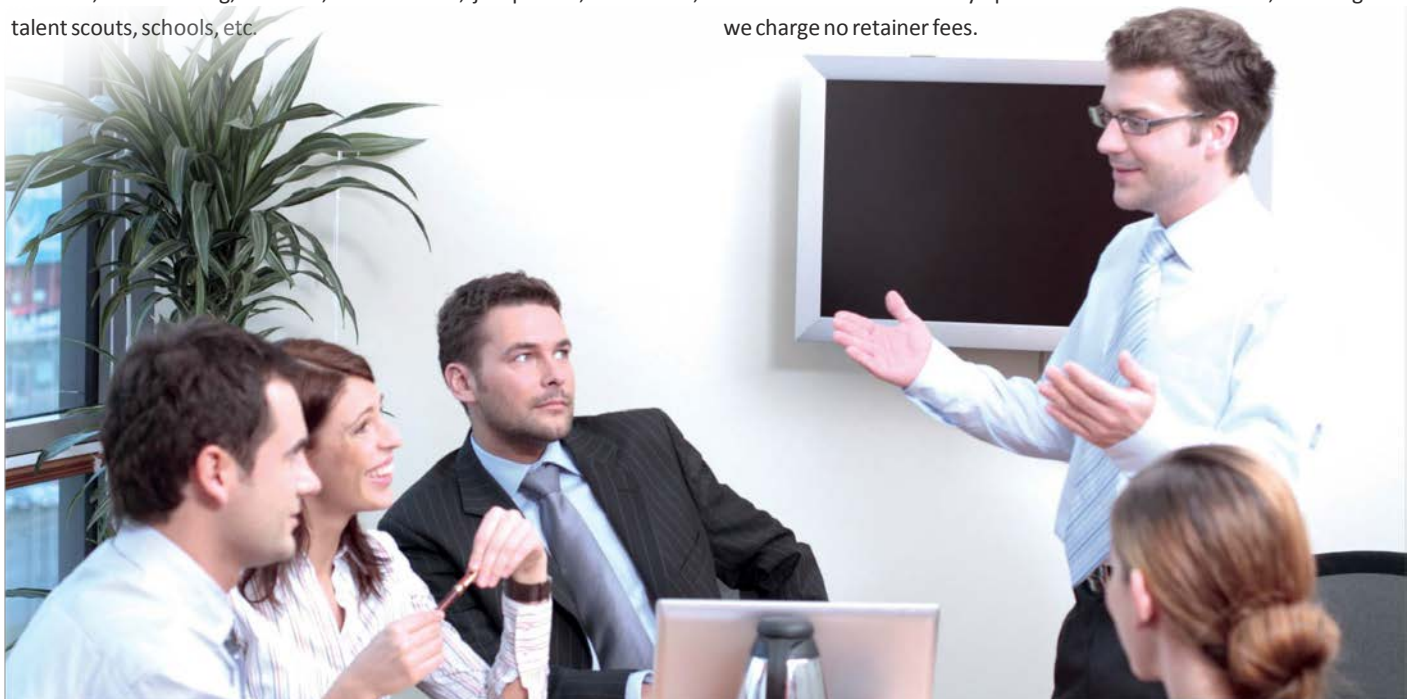
HEADHUNTING AND RECRUTMENT WITH SUCCESS FEES ONLY - Your success is our success

Awara is the leading international recruitment and executive search firm in Russia, Ukraine and the rest of the CIS, offering case by case tailored services to multinational large and middle-sized companies and entrepreneurs across industries. Our method is always *direct search*. We have a special competitive edge in finding the best and most motivated people. As a leading social media and Internet recruitment company, we have the largest pool of available candidates in terms of quality, quantity, and speed of candidate placement. Furthermore, we make use of all available sources in our recruitment process: our wide network of contacts, headhunting, internet, social media, job portals, trade fairs, talent scouts, schools, etc.

Our secret formula is the great amount of applications we receive from active job hunters combined with our direct search approach, which means that we apply headhunting methods to each recruitment assignment. We are ready to fill vacancies quickly.

With our international background and superior knowledge of local market practices, we possess the solid experience needed to provide quality services in this part of the world.

We invoice our clients only upon a successful recruitment, meaning that we charge no retainer fees.





In addition to direct search, we also assist in other related topics:

- Assistance with elaborating a Russia strategy
- Adjusting the Russian corporate culture to the Group's corporate culture
- Assistance with integrating the selected candidate into the organization
- Search of Board Members (independent directors, non-executive directors). Assistance with organizing the board in Russia, meeting the challenges of the culture, corporate governance rules and compliance issues
- Interim management resources
- CEO succession service
- Advising on incentives and bonus systems
- Consulting on labor law issues
- Work permit support

No other recruitment or executive firm can boast with presence of own staff all over the wide geographic area covering nine time zones and 300 million people.

During two decades, Awara has developed a wide network and flexible working methods by which we are able to fulfill our client's business needs all over this vast geographic area.

We would be happy to provide your company with a tailored salary survey to fit your needs. Please order one, or get in touch to discuss how we can help your business grow.

It would be our pleasure to work with you!

Yours truly,

Helenika Hellevig and Ekaterina Lazareva

Awara

OUR CONSULTANTS

We give the headhunter a face



**JON
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Positions: Country Managers, CEOs, Board Members, Counselors

Industries: Top level in a broad sector of industries, and Banking and Finance, Management Consulting, Law



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Industries: Hospitality, Retail



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Industries: Hospitality, Retail, FMCG, Construction



**EVA
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Industries: Information Technologies, Retail, Manufacturing



**EKATERINA
LAZAREVA**

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Industries: Retail, FMCG, Banking, Luxury Goods, Pharmaceutical, B2B Services



**HELENIKA
HELLEVIG**

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Positions: Sales Managers, Key Account Managers, Logistics (import/warehouse) Managers, Operations Managers, Executive Chefs, Administrative Positions

Industries: Transport and Logistics, Hospitality, Manufacturing, FMCG, B2B Services, Metals/Mining



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