



Business Development Cost Comparison

Discover how much money you can save by
outsourcing your Business Development roles with Yempo



Complete Cost Comparison of Outsourcing vs. In-house Staffing Solutions

As a business, what is the most important reason that could compel you to outsource your Business Development operations? It is the savings that your company could enjoy.

How much can your company save when you outsource your Business Development? This is a complex question, since it depends not only on the average cost of facilities and salaries of the in-house Business Development staff in your location, but also on the outsourcing service provider and the outsourcing location that your company chooses.

Get Big Savings on Salaries When You Outsource with Yempo

To give you an idea of the ballpark savings you could receive when you work with [Yempo](#), we put together the tables below based on the average salary for specific Business Development roles in Australia, the USA, Canada, Singapore, and the United Kingdom. We compared these with the cost of the same roles provided by Yempo.

Note: The annual salary is salary only, while Annual Yempo Cost includes salary, office accommodation, management oversight, all IT infrastructure, and office and pantry supplies. It represents the total cost of the employee.

1. Australia (AUD)

Position	Annual Salary	Annual Yempo Cost	3-Year Savings
Business Growth Executive / Business Development Executive	75,000	23,500	154,000
Sales & Product Developer / Product Development Manager	113,500	40,000	220,500
Sales Manager	91,000	22,000	207,000
Sales Representative	70,000	17,500	157,500
Customer Resource Manager / Customer Relations Manager	78,500	21,000	172,000

2. USA (USD)

Position	Annual Salary	Annual Yempo Cost	3-Year Savings
Business Growth Executive / Business Development Executive	58,000	16,500	124,500
Sales & Product Developer / Product Development Manager	99,500	28,000	214,000
Sales Manager	73,000	15,000	174,000

Sales Representative	63,500	12,000	154,000
Customer Resource Manager / Customer Relations Manager	57,500	15,000	127,000

3. Canada (CAD)

Position	Annual Salary	Annual Yempo Cost	3-Year Savings
Business Growth Executive / Business Development Executive	56,500	22,000	103,000
Sales & Product Developer / Product Development Manager	101,000	37,500	190,000
Sales Manager	62,000	20,000	126,000
Sales Representative	50,000	16,000	102,000
Customer Resource Manager / Customer Relations Manager	40,000	19,500	61,500

4. Singapore (SGD)

Position	Annual Salary	Annual Yempo Cost	3-Year Savings
Business Growth Executive / Business Development Executive	35,000	23,500	34,500
Sales & Product Developer / Product Development Manager	70,000	40,000	90,000
Sales Manager	85,000	21,500	190,000
Sales Representative	31,000	17,000	42,000
Customer Resource Manager / Customer Relations Manager	62,500	21,000	124,000

5. United Kingdom (GBP)

Position	Annual Salary	Annual Yempo Cost	3-Year Savings
Business Growth Executive / Business Development Executive	23,500	12,000	34,500
Sales & Product Developer / Product Development Manager	49,000	21,500	82,500
Sales Manager	40,500	11,000	88,500
Sales Representative	35,000	9,000	78,000
Customer Resource Manager / Customer Relations Manager	41,500	11,000	91,500

Reduce Your Overhead Costs Significantly

Consider the savings you receive that result from not having to pay expensive in-house salaries and overhead costs. It's easy to forget that overhead costs can make up more than 30% of the cost of an average Business Development employee.

These costs include:

- Recruitment expenses
- Training expenses
- Office space rental
- Office furniture
- Printing and stationery supplies
- Computer hardware, software, and Internet connection
- Employment taxes (including social security and unemployment benefits)
- Benefits such as bonuses, healthcare insurance, and miscellaneous items your company might provide
- Management and administrative overhead costs

You might be pleased to know all of these are included in Yempo's fee. There are no hidden fees and no surprise expenses.

Partner with Yempo for Business Development Outsourcing

Yempo—"Your Employees Offshore"—is a global outsourcing company that provides flexible and affordable staffing solutions to organizations around the world.

Here are just some of the advantages that Yempo provides:

1. Flexible staffing solutions: Enables you to scale up or down without additional fees or compliance concerns.

2. Affordable, high-caliber staff selection: We source the most qualified staff for your company at a fraction of the cost you would hire them in your location, with no recruitment fees.

3. Monthly billing in your currency: Our simple billing model is hassle-free, and there is no need to exchange currencies.

We take the time to understand your requirements, source staff with the right skills, and present them to you to interview. If you proceed to partner with Yempo, your staff will



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work under your direction in terms of workload, but we manage all the local day-to-day care, payroll, government compliance, etc. In essence, we manage your staff and provide them with the best possible employee experience to ensure loyalty and commitment.

Our staff work in the time zone required by your business, and we bill you in your currency. We only hire professionals who are highly proficient in written and spoken English communication, and have experience working with a multicultural colleagues and clients to ensure an understanding of international business etiquette and work practices.

Are you considering outsourcing your Business Development team? Set up a [free consultation](#) and get started with Yempo today!