

# A guide to salaries in your industry

Money. It's one of the main considerations for people when it comes to accepting, staying or moving into a job, yet it's also one of the most difficult things to talk about.

The hardest thing is knowing where to pitch yourself: go too low and you could be underselling yourself; pitch too high and you could be overlooked.

When it comes to your salary range, there are so many factors that can impact how much money you should be asking for. How long you've worked in the industry, your qualifications, your achievements, where you live, the demand for your skills, the company hiring and industry trends can all play a part.

There's been a 5% rise in salaries over the past year, according to SEEK's Advertised Salary Index for February, and there continue to be many job opportunities on SEEK for workers across New Zealand.

Find out [the latest salary trends](#) for your role and industry, so you can negotiate your next salary confidently.

If you're still in need of some guidance on what salary you should be pitching yourself at, check out [Pitch perfect: Get your salary sorted with our guide](#).

*NZ Source: The SEEK NZ Advertised Salary Index (ASI) measures the growth in advertised salaries for jobs posted on SEEK in New Zealand. Data up to the quarter ending February 2024.*

## Read more:

- [What to say when you ask for a pay rise](#)
- [When to talk money in an interview](#)
- [What matters to you more than money?](#)