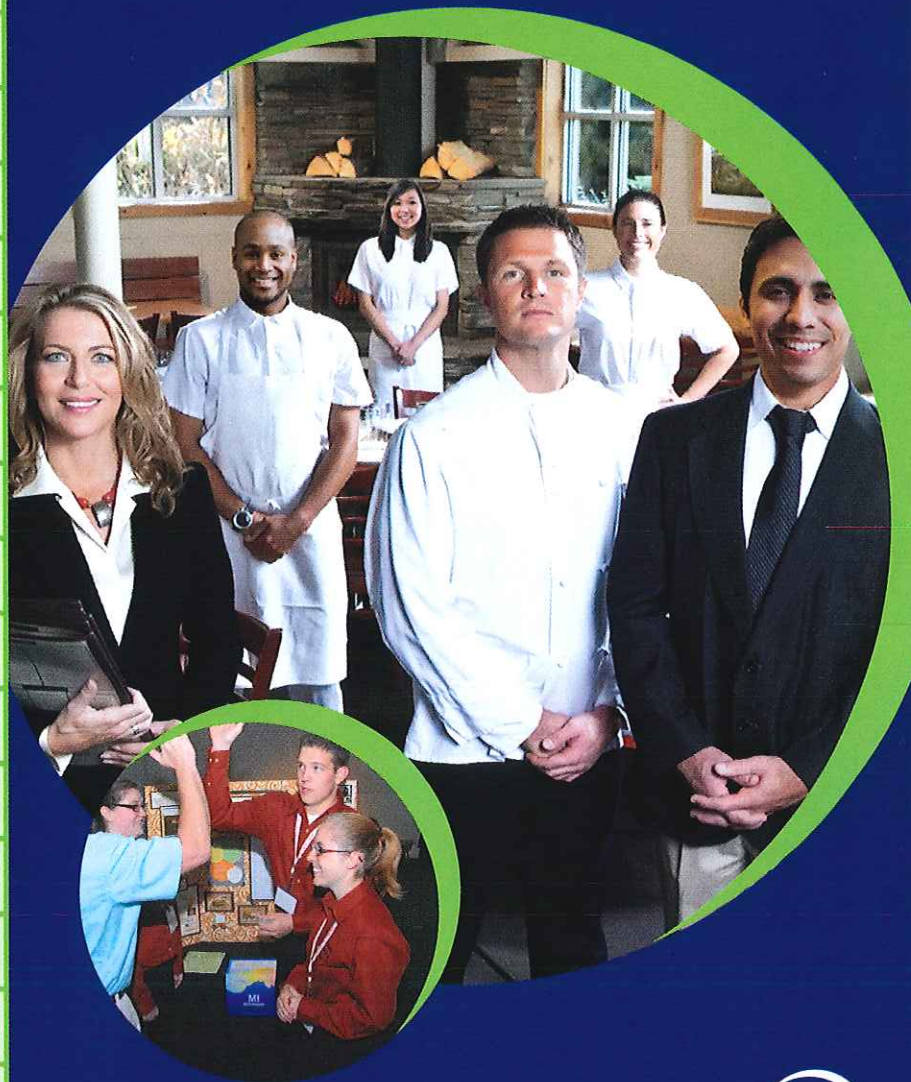


# ProStart

National Restaurant Association  
Educational Foundation



## RESTAURANT / FOODSERVICE CAREER LADDER & COMPENSATION



**President/CEO**

\$50,000-\$350,000+

**Owner**

\$35,000-\$200,000+

**Chief Financial Officer**

\$45,000-\$200,000+

**General Manager/COO**

\$42,000-\$200,000+

**Director of Operations**

\$40,000-\$150,000+

**Treasurer**

\$25,000-\$120,000+

**Regional Manager**

\$40,000-\$100,000+

**Food and Beverage Director**

\$35,000-\$85,000+

**Director of Purchasing**

\$35,000-\$100,000+

**Executive Chef**

\$35,000-\$90,000+

**Controller**

\$35,000-\$100,000+

**District Manager**

\$45,000-\$80,000+

**Director of Training**

\$35,000-\$100,000+

**Unit Manager**

\$30,000-\$70,000+

**Chef**

\$27,000-\$60,000+

**Catering Manager**

\$30,000-\$50,000+

**Sous Chef**

\$26,000-\$45,000+

**Kitchen Manager**

\$25,000-\$45,000+

**Banquet Manager**

\$26,000-\$45,000+

**Pastry Chef**

\$25,000-\$40,000+

**Assistant Unit Manager**

\$24,000-\$45,000+

**Management Trainee**

\$19,000-\$33,000+

**Waiters & Waitresses**

\$5.63-\$20.00+ per hour including tips

**Cook**

\$6.71-\$13.32+ per hour

UPPER MANAGEMENT

MIDDLE MANAGEMENT

ENTRY LEVEL

Please note that the salaries reflected for the foodservice industry are the median and each position has the potential to earn a higher salary.

Source: Compensation for Salaried Personnel in Restaurants, 2002; National Restaurant Association prepared in cooperation with the Hay Group.

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