



Nenni & Associates Delivers Compensation Analysis

Recently, a national multi-million-dollar design/build contractor partnered with Nenni & Associates to remodel and update the company's outdated compensation plan.

Our challenge was to obtain compensation trends in the industry and provide data points to the design/build contractor to build a present-day strategy for business decisions in 2022, as well as motivate their sales team to target new accounts.

The analysis included current compensation examples, case studies on the effects of varying compensation models in similar industries, and a list of unique ancillary benefits discovered in the market. Our client reported success after implementing the necessary changes to their incentive plan, thanks to Nenni & Associates, namely Ryan McGushin, Account Executive, analysis and comparison.

It's a privilege to work with highly successful companies in the energy and infrastructure industry. Using decades of experience, relationships, and industry expertise, Nenni & Associates brings personal service to design/build contractors in need of revitalizing their business plan.