

Radford Global Compensation Database

Job Module Codes and Definitions

Code	Definition	Page
EXM	Executive & Senior Management Executive & Senior Management covers activities related to firm-wide, function, area, or focus area leadership. Match incumbents here based on the job description content even if the role is technically not an executive or considered senior management in your firm.	Page B.3
INF	Infrastructure Infrastructure covers activities related to enabling functions that drive business results. Core roles include communications, compliance, corporate and business administration, finance, human resources, legal, marketing, operations, risk management, technology, and treasury.	Page B.58
SLS	Sales Sales covers activities related to new business and revenue generation, supporting customers in finding products, solutions, and services that best meet their needs. Sets the direction and policies for sales activities, and manages the execution of these plans.	Page B.106
TEC	Technology Technology covers activities requiring an engineering, life sciences, or computer science background that is applied to problem solution, insight discovery, innovation, or product and/or service delivery using information systems, data management, or communications vehicles/platforms.	Page B.117
LSC	Life Sciences Life Sciences covers activities related to scientific research and development of products, such as pharmaceuticals, biologics, therapeutics, diagnostics, medical devices, animal health, etc.	Page B.125
RTL	Retail & e-Commerce Retail & e-Commerce covers activities related to the sale of goods and services either in traditional stores, or via electronic channels including internet sites, mobile applications or social media platforms. May include direct to consumer or business to business transactions.	Page B.142
MNG	Media & Gaming Media and Gaming covers activities related to the acquisition, development, production, publication, and distribution of film, television, animation, radio, podcast, web-based video, streaming, broadcast, print media, electronic games, and other forms of media.	Page B.153
MFG	Manufacturing Manufacturing covers activities related to the conversion of raw materials into goods including both consumer and industrial. Core roles would include engineering, production, supply chain, skill trades.	Page B.161
ENE	Energy Energy covers activities related to the fossil fuels and renewable energy sectors, as well as in mining. Fossil fuels (coal, oil, & gas) and renewables (solar, wind, hydro, geothermal, and nuclear) are used to generate power for residential, commercial, industrial, and transportation customers.	Page B.178