

Salary Negotiation Guide

Substitute School Secretary · Ireland

What You Should Earn

Based on **3 data points** for **Substitute School Secretary** roles in **Ireland**, the market benchmark is:

Percentile	Salary	Meaning
25th (entry/lower)	€68	Entry point or below-market offer
Median (50th)	€784	Typical market rate
75th (strong offer)	€823	Your negotiation target

Recommended opening ask: €823 (75th percentile, medium confidence, n=3)

How to Negotiate — 6 Proven Tactics

1. Lead with market data, not personal need — say 'Based on current benchmarks for this role in Ireland, the market rate is €X–€Y.'
2. Anchor high within the range — start at p75 to leave room for counter-offers.
3. Confirm the full package — pension (standard is 5–10%), health insurance, annual leave (legal minimum is 20 days), and remote flexibility all have monetary value.
4. Ask about review timelines — 'When is the next salary review cycle?' normalises future increases.
5. Never give a number first — respond to 'what are your expectations?' with 'I'd like to understand the full role before discussing salary.'
6. Use silence — after stating your number, stop talking. Silence creates pressure to respond.