

EXEC SHEET

Name

Job Title

Company

Phone

Email

LinkedIn

Director of Sales

@gmail.com

linkedin.com/in/

Rep Sheet

2023 Numbers of:

Top 5%

Black Tiger

Gold Tiger

White Tiger

= Top 5% Talent

= Top 15% Talent

= Top 25% Talent

Ranking based on:

1) Annual Numbers on Sales Resume

2) President Clubs / Awards / Promotions

3) Length of Jobs / Quality of Companies

Objective

Position Wanted

Industry

Company Size

Location (City, State or Area)

To obtain:

Sales Leadership

Technology

Start-ups & Mid-Large

Canada & US. Willing to relocate

Years

25

TOTAL Sales Experience

Years

25

"Closing" Experience

Years

21

Software

3

Hardware

22

SaaS

3

CyberSecurity

10

Big Data / Analytics

10

Artificial Intelligence / Machine Learning

3

E-commerce

21

FinTech

3

Other

22

OUTSIDE

23

Hunter

2

Farmer

10

VP or above (people)

8

Director (people)

4

Manager (people)

3

Individual Contributor

3

INSIDE

10

Total (Carrying Quota)

3

Enterprise (Global 2000)

3

Mid-Market

0

SMB (< 500 employees)

Number of Companies Worked

2.9 Years Average

Why Left Each Company? (brief reason)

2 Companies last 3 years

1.5 Currently:

Made quotas but new CRO bringing in his execs

3 Companies last 5 years

1.5 Last Company:

Recruited out for high-growth

5 Companies last 10 years

2.8 3rd Company:

Recruited by to lead a larger region

2.5 4th Company:

Recruited by - start-up, disruptive tech

6 5th Company:

Recruited for a larger role at a start-up

\$M

Annual

President

Top

Promotion

Achievements

% of Quota

Attained

Quota

Club

Talent

Last 3 yr ave

120%

31.2

26.0

66%

Top 5%

1

100%+ annual quota: 3 of last 3 years

Last 5 yr ave

119%

21.9

18.4

60%

Top 5%

2

100%+ annual quota: 5 of last 5 years

Last 10 yr ave

125%

20.3

16.2

70%

Top 10%

4

100%+ annual quota: 10 of last 10 years

2023

109%

18.5

17

Yes

Top 5%

7 President Clubs last 10 Years

No Club

30%

Club

70%

2022

135%

44.5

33

Yes

Top 5%

1

2021

109%

30.5

28

No

Top 15%

2020

108%

9.7

9

Yes

Top 5%

1

2019

124%

6.2

5

No

Top 5%

2018

126%

18.9

15

Yes

Top 5%

1

% of Annual Quota Attained

160%

150%

140%

130%

120%

110%

100%

90%

2014

2016

2018

2020

2022

2024

2017

159%

11.1

7

Yes

Top 5%

2016

150%

6

4

No

Top 15%

2015

128%

33.2

26

Yes

Top 5%

1

2014

135%

24.3

18

Yes

Top 5%

Year of Graduation

Degree?

Degree

Major

D1,D2,D3 Athlete

College

1995

Yes

AA

EXEC SHEET: One-page, Numerical, Standardized & Certified

My DocuSign certifies Exec Sheet as accurate

Signed by:

10/14/2024

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