

REP SHEET

Name

Job Title

Company

Phone

Email

LinkedIn

Enterprise Account Executive

@gmail.com

linkedin.com/in/

2023 Numbers of:

Top 15%

Black Tiger = Top 5% Talent

Gold Tiger = Top 15% Talent

White Tiger = 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:

Enterprise Sales Hunter

Software Sales

100+ employees

San Francisco Bay Area

Years

15

TOTAL Sales Experience

Years

9

"Closing" Experience

Years

11

Software

Hardware

5

OUTSIDE

7

Hunter

2

SaaS

7

INSIDE

3

Farmer

3

CyberSecurity

Big Data / Analytics

11

Total (Carrying Quota)

VP or above (people)

1

Artificial Intelligence / Machine Learning

3

Enterprise (Global 2000)

Director (people)

E-commerce

4

Mid-Market

Manager (people)

FinTech

4

SMB (< 500 employees)

18

Individual Contributor

Other

Number of Companies Worked

3.8

Years Average

1

Company last 3 years

11.5

1

2nd Company:

1

Company last 5 years

5.3

3rd Company:

0.5

4th Company:

0.5

5th Company:

Why Left Each Company? (brief reason)

Reorg

Growth

Growth

Reorg

School

\$M

Annual

President

Top

Promotion

Achievements

% of Quota

Attained

Quota

Club

Talent

Last 3 yr ave

99%

3.73

3.78

33%

Top 18%

100%+ annual quota: 2 of last 3 years

Last 5 yr ave

118%

3.42

2.88

40%

Top 15%

1

100%+ annual quota: 4 of last 5 years

Last 10 yr ave

121%

2.12

1.75

40%

Top 15%

2

100%+ annual quota: 9 of last 10 years

2023

75%

1.99

2.64

No

Top 25%

2022

103%

4.87

4.72

No

Top 25%

2021

109%

4.34

3.98

Yes

Top 5%

2020

237%

4.16

1.76

Yes

Top 5%

1

2019

130%

1.73

1.33

No

Top 15%

4 President Clubs last 10 Years

NA

10%

Club

40%

No Club

50%

2018

105%

1.32

1.26

No

Top 25%

2017

178%

2.18

1.22

Yes

Top 5%

2016

110%

0.33

0.3

No

Other

1

2015

114%

0.23

0.2

Yes

Other

2014

107%

0.11

0.1

NA

Other

% of Annual Quota Attained

250%

225%

200%

175%

150%

125%

100%

75%

2014

2016

2018

2020

2022

2024

Year of Graduation

Degree?

Degree

Major

D1,D2,D3 Athlete

College

2006

Yes

BA

Psychology

Univ of

2004

Yes

AA

Psychology

D3

My DocuSign certifies Rep Sheet as accurate

DocuSigned by:

4/18/2024

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