

REP SHEET

Name

Job Title

Company

Phone

Email

LinkedIn

Enterprise Account Executive

@gmail.com

linkedin.com/in/

2024 Numbers of:

Top 5%

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

To obtain:

Position Wanted

Enterprise Sales Hunter

Industry

Open

Company Size

Open

Location (City, State or Area)

Silicon Valley () / remote

Years

18

TOTAL Sales Experience

5

OUTSIDE

13

INSIDE

14

Total (Carrying Quota)

8

Enterprise (Global 2000)

3

Mid-Market

3

SMB (< 500 employees)

Years

14

"Closing" Experience

14

Hunter

4

Farmer

VP or above (people)

Director (people)

4

Manager (people)

14

Individual Contributor

Years

14

Software

12

Hardware - Telecom / Communications

14

SaaS

5

CyberSecurity

5

Big Data / Analytics

5

Artificial Intelligence / Machine Learning

10

E-commerce

8

FinTech

Other

Number of Companies Worked

2

Companies last 3 years

3

Companies last 5 years

3

Companies last 10 years

4.6 Years Average

2

Currently:

1

Last Company:

12

3rd Company:

5

4th Company:

3

5th Company:

Why Left Each Company? (brief reason)

Takes 5 quarters to get paid out commission

CEO was very toxic

Wanted to go into tech

Needed more money

\$M

Annual

% of Quota

Attained

Quota

President Club

Top Talent

Promotion

Achievements

Last 3 yr ave

125%

1.86

1.49

NA

Top 5%

1

100%+ annual quota: 3 of last 3 years

Last 5 yr ave

164%

2.37

1.45

50%

Top 5%

1

100%+ annual quota: 5 of last 5 years

Last 10 yr ave

160%

2.03

1.26

14%

Top 6%

2

100%+ annual quota: 10 of last 10 years

2024

108%

2.16

2

NA

Top 5%

2023

105%

1.05

1

NA

Top 5%

1

2022

160%

2.37

1.48

NA

Top 5%

2021

300%

4.2

1.4

Yes

Top 5%

2020

155%

2.09

1.35

No

Top 5%

10 Years: Top Sales Talent

Top 15%

Top 5%

2019

178%

2.31

1.3

No

Top 5%

2018

172%

2.24

1.3

No

Top 5%

2017

144%

1.44

1

No

Top 5%

1

2016

140%

1.4

1

No

Top 5%

2015

125%

1

0.8

No

Top 15%

% of Annual Quota Attained

325%

300%

275%

250%

225%

200%

175%

150%

125%

100%

75%

2015

2017

2019

2021

2023

2025

Year of Graduation

Degree?

Degree

Major

D1,D2,D3 Athlete

College

2011

Yes

BS

Business

University

My DocuSign certifies Rep Sheet as accurate

Signed by:

9/24/2025

A9F99822EC56498...

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

- 2024 - 10 Year Rep Sheet

RepSheet.ai

U.S. Patent - D968510