

EXEC SHEET

Name

Job Title

Company

Phone

Email

LinkedIn

SVP of Sales

@gmail.com

linkedin.com/in/

Rep Sheet

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

Position Wanted

Industry

Company Size

Location (City, State or Area)

To obtain:

CRO / SVP / VP of Sales

Open

C round to public

Years

25

TOTAL Sales Experience

Years

30

"Closing" Experience

Years

19

Software

25

OUTSIDE

INSIDE

25

Hunter

Farmer

5

SaaS

CyberSecurity

25

Total (Carrying Quota)

23

VP or above (people)

Artificial Intelligence / Machine Learning

25

Enterprise (Global 2000)

5

Director (people)

E-commerce

10

Mid-Market

5

Manager (people)

FinTech

SMB (< 500 employees)

4

Individual Contributor

Other

Number of Companies Worked

1 Company last year

2 Companies last 3 years

2 Companies last 5 years

1.9 Years Average

2.5 Current Company:

2.3 2nd Company:

1 3rd Company:

Why Left Each Company? (brief reason)

Brought in new CRO

Reductions across board

a global leader in Cyber Security

% of Annual Quota Attained

125%

100%

75%

2020

2021

2022

2023

2024

Top Sales Talent last 5 years

Top 15%

Top 5%

Years Worked last 3 Companies

3

2.5

2.25

1

Current Company

Last Company

3rd Company

\$M	Annual			President Club	Top Talent	Promotion	Achievements / Big Wins (Company \$K)
	% of Quota	Attained	Quota				
Last 3 yr ave	107%	34.20	31.8		Top 5%	1	100%+ annual quota: 3 of last 3 years
Last 5 yr ave	111%	46.92	42.3		Top 7%	1	100%+ annual quota: 5 of last 5 years
2024	101%	7.1	7	NA	Top 5%		Sales up over 300% from prior year
2023	100%	2.5	2.5	NA	Top 5%	1	Key win: 2.5M
2022	108%	93	86	NA	Top 5%		wins with and Comcast
2021	112%	73	65	NA	Top 5%		EMEA sales increased \$5M to \$27M
2020	116%	59	51	NA	Top 15%		Key win: telecom \$25M
Year of Graduation	Degree?	Degree	Major	D1,D2,D3 Athlete	College	My DocuSign certifies Exec Sheet as accurate	
1986	Yes	BS	Electronics		University	DocuSigned by: 9/21/2025	

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

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