

REP SHEET

Name [REDACTED]
Job Title Sr Manager, [REDACTED]
Company [REDACTED]
Phone [REDACTED]
Email [REDACTED]@gmail.com
LinkedIn [REDACTED]

**Rep Sheet.**

2024 Numbers of:
Top 5%

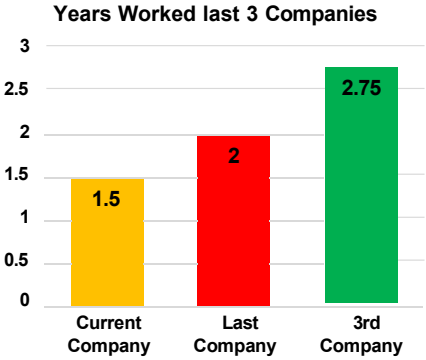
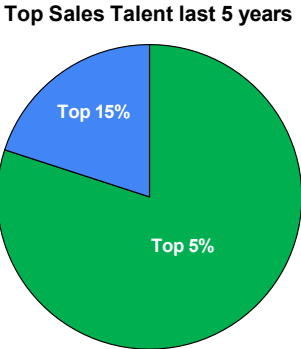
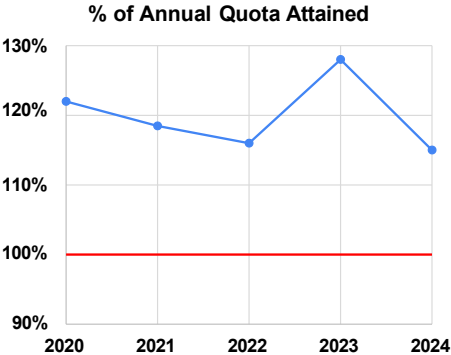


 **Black Tiger** = Top 5% Talent
 **Gold Tiger** = Top 15% Talent
 **White Tiger** = Top 25% Talent
Ranking based on:
1) Annual Numbers on Sales Resume
2) President Clubs / Awards / Promotions
3) Length of Jobs / Quality of Companies

Objective	Position Wanted	Industry	Company Size	Location (City, State or Area)
To obtain:	Channel / Sales Sr Mgr	AI / SaaS / Tech	Open	San Francisco Bay Area

Years		Years		Years	
24	TOTAL Sales Experience	20	"Closing" Experience	2	Software
21	OUTSIDE	20	Hunter	20	Hardware - Telecom
3	INSIDE	4	Farmer		SaaS
					CyberSecurity
24	Total (Carrying Quota)		VP or above (people)		Big Data / Analytics
10	Enterprise (Global 2000)		Director (people)		Artificial Intelligence / Machine Learning
8	Mid-Market	14	Manager (people)		E-commerce
6	SMB (< 500 employees)	10	Individual Contributor	2	FinTech
					Other

Number of Companies Worked	2.1 Years Average	Why Left Each Company? (brief reason)
1 Company last year	1.5 Current Company: [REDACTED]	Still employed - seeking new opportunities
2 Companies last 3 years	2 2nd Company: [REDACTED]	Downsized 7 markets and one was SF Bay Area
3 Companies last 5 years	2.75 3rd Company: [REDACTED]	Layoffs with Sprint merger



\$M	Annual			President Club	Top Talent	Promotion	Achievements / Big Wins (Company \$K)
	% of Quota	Attained	Quota				
Last 3 yr ave	121%	1.71	1.4		Top 5%	1	100%+ annual quota: 3 of last 3 years
Last 5 yr ave	120%	1.58	1.3		Top 7%	1	100%+ annual quota: 5 of last 5 years
2024	115%	1.15	1	NA	Top 5%	1	Consistently closed 8-10 partnership deals a qtr
2023	128%	2.24	1.75	NA	Top 5%		Grew █████ sales 30% vs 18% prior year
2022	116%	1.74	1.5	NA	Top 5%		Drove 25% revenue growth & 40% client retention
2021	118%	1.54	1.3	NA	Top 5%		Delivered 20% revenue growth with F1000 clients
2020	122%	1.22	1	NA	Top 15%		Negotiated \$1M+ SaaS deals with █ & █
Year of Graduation	Degree?	Degree	Major	D1,D2,D3 Athlete	College		My DocuSign certifies Rep Sheet as accurate
1998	Yes	BS	Business & Marketing		████████████████████ ████████████████████ University		Signed by: ███

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