

REP SHEET

Name

Job Title

Company

Phone

Email

LinkedIn

Vivek Joshi

Mid-Market Inside Sales Rep

FireEye

(650) 123 - 1234

vivekjoshi@gmail.com


linkedin/in/vivekjoshi


Rep Sheet.


2024 Numbers of:


Vivek Joshi

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:

Enterprise ISR

CyberSecurity

Pre-IPO Start-up

San Francisco, CA

Years

3

TOTAL Sales Experience

OUTSIDE

3

INSIDE

2

Total (Carrying Quota)

Enterprise (Global 2000)

1

Mid-Market

1

SMB (< 500 employees)

Years

2

"Closing" Experience

3

Hunter

Farmer

VP or above (people)

Director (people)

Manager (people)

3

Individual Contributor

Years

3

Software

Hardware

SaaS

CyberSecurity

Big Data / Analytics

Artificial Intelligence / Machine Learning

E-commerce

FinTech

Other

Number of Companies Worked

1.5

Years Average

1

Company last year

1

Company last 2 years

2

Companies last 3 years

2

Currently: FireEye

1

Last Company: Okta

Why Left Each Company? (brief reason)

Like job but just looking around

Recruited out by former boss with promotion

\$M

Annual

President

Top

Promotion

Achievements

% of Quota

Attained

Quota

Club

Talent

Last 3 yr ave

136%

1.52

1.12

66%

Top 5%

2

100%+ annual quota: 2 of last 3 years

2024

134%

3.49

2.60

Yes

Top 5%

1

Q4 '24

156%

1.25

0.80

Top 5%

Q3 '24

136%

0.95

0.70

Top 5%

Q2 '24

123%

0.74

0.60

Top 5%

Q1 '24

110%

0.55

0.50

Top 15%

1

2023

143%

1.07

0.75

Yes

Top 5%

1

Q4 '23

157%

0.47

0.30

Top 5%

Q3 '23

175%

0.35

0.20

Top 5%

Q2 '23

113%

0.17

0.15

Top 15%

Q1 '23

80%

0.08

0.10

Top 25%

1

2022

0%

0.00

0.00

No

Top 5%

0

Q4 '22

0%

None

None

Top 5%

Q3 '22

0%

None

None

Top 5%

Q2 '22

0%

None

None

Top 15%

Q1 '22

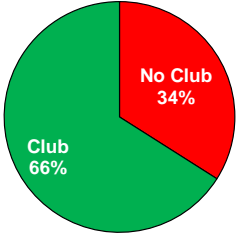
0%

None

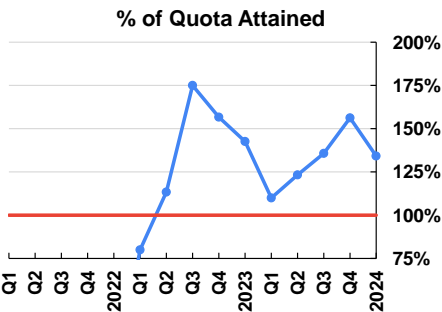
None

Top 25%

2 President Clubs last 3 Years



% of Quota Attained



Year of Graduation

Degree?

Degree

Major

D1,D2,D3 Athlete

College

2021

Yes

BA

Business

D1 hoops

St. Mary's College

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

My DocuSign certifies Rep Sheet as accurate

DocuSigned by:

Signed by:

Vivek Joshi

1/4/2025

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Joshi Vivek - 2024 - 3 Year Rep Sheet

RepSheet.ai

U.S. Patent - D968510