

REP SHEET

Name Matt Daly
Job Title Enterprise Sales Rep
Company Anthropic
Phone (404) 123 - 1234
Email matt.daly@gmail.com
LinkedIn linkedin.com/in/mattdaly



2025 Numbers of:
Matt Daly
Top 5%



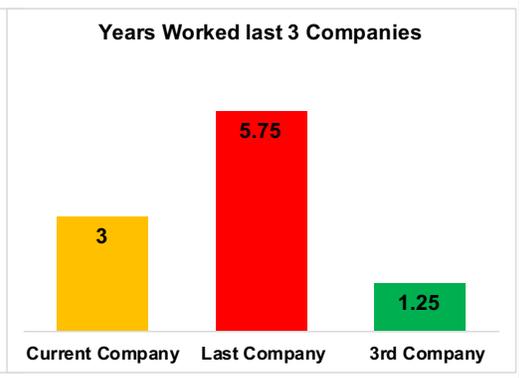
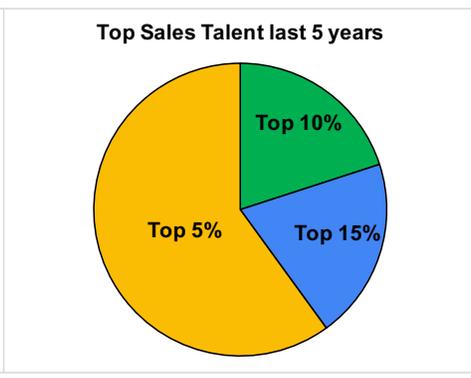
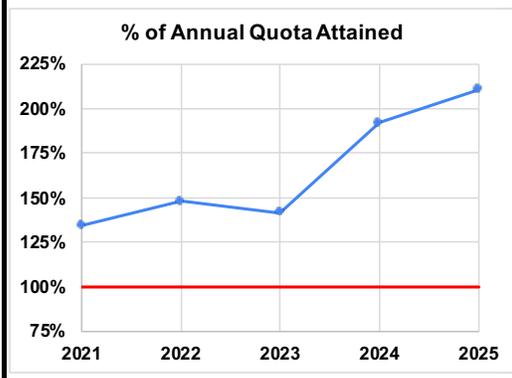
Black Tiger = Top 5% Talent
Gold Tiger = Top 15% Talent
White Tiger = Top 25% Talent

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: | Sr. Enterprise Sales Rep | Tech | C round to Public | New York City or remote |

| Years | Years | Years |
|----------------------------|---------------------------|--|
| 10 TOTAL Sales Experience | 9 "Closing" Experience | Software |
| 5 OUTSIDE | 10 Hunter | 1 Hardware |
| 5 INSIDE | Farmer | SaaS |
| 10 Total (Carrying Quota) | VP or above (people) | CyberSecurity |
| 5 Enterprise (Global 2000) | Director (people) | 6 Big Data / Analytics |
| 4 Mid-Market | Manager (people) | 3 Artificial Intelligence / Machine Learning |
| 1 SMB (< 500 employees) | 10 Individual Contributor | E-commerce |
| | | FinTech |
| | | Other |

| Number of Companies Worked | 3.3 Years Average | Why Left Each Company? (brief reason) |
|----------------------------|------------------------------|--|
| 1 Company last year | 3 Current Company: Anthropic | Currently happy but open to new challenge |
| 1 Company last 3 years | 5.8 Last Company: Snowflake | Recruited out with raise / more responsibility |
| 2 Companies last 5 years | 1.3 3rd Company: IBM | Wanted to go to Snowflake |



| \$M | Annual | | | President Club | Top Talent | Promotion | Achievements / Big Wins (Company \$K) |
|---------------|------------|----------|-------|----------------|------------|-----------|---|
| | % of Quota | Attained | Quota | | | | |
| Last 3 yr ave | 184% | 6.74 | 3.67 | 100% | Top 5% | | 100%+ annual quota: 3 of last 3 years |
| Last 5 yr ave | 172% | 5.32 | 3.10 | NA | Top 8% | 1 | 100%+ annual quota: 5 of last 5 years |
| 2025 | 211% | 8.43 | 4.00 | Yes | Top 5% | | President Club, 3rd largest deal to date |
| 2024 | 192% | 7.20 | 3.75 | Yes | Top 5% | | President Club & \$2.25M deal w Ford |
| 2023 | 142% | 4.60 | 3.25 | Yes | Top 5% | | President Club, #2 EAE companywide in Q4 |
| 2022 | 148% | 3.70 | 2.50 | NA | Top 10% | | New logos: Aetna \$775K / The Hartford \$623K |
| 2021 | 135% | 2.69 | 2.00 | No | Top 15% | 1 | Promoted to Enterprise Sales Rep |

| Year of Graduation | Degree? | Degree | Major | D1,D2,D3 Athlete | College |
|--------------------|---------|--------|----------|------------------|----------------------|
| 2015 | Yes | MBA | Business | | Univ of TX at Austin |
| 2013 | Yes | BA | English | | Tufts University |

My DocuSign certifies Rep Sheet as accurate
 Signed by:
 42AAD6C6639A409... 3/18/2026

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