

REP SHEET

Name

Job Title

Company

Phone

Email

LinkedIn

Matt Daly

Enterprise Sales Rep

Anthropic

(404) 123 - 1234

matt.daly@gmail.com

linkedin.com/in/mattdaly

Rep Sheet.

2025 Numbers of:

Matt Daly

Top 5%

Black Tiger

Gold Tiger

White Tiger

= Top 5% Talent

= Top 15% Talent

= 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

10

TOTAL Sales Experience

5

OUTSIDE

5

INSIDE

10

Total (Carrying Quota)

5

Enterprise (Global 2000)

4

Mid-Market

1

SMB (< 500 employees)

Years

9

"Closing" Experience

10

Hunter

Farmer

VP or above (people)

Director (people)

Manager (people)

10

Individual Contributor

Years

Software

1

Hardware

SaaS

CyberSecurity

6

Big Data / Analytics

3

Artificial Intelligence / Machine Learning

E-commerce

FinTech

Other

Number of Companies Worked

1

Company last year

1

Company last 3 years

2

Companies last 5 years

3.3

Years Average

3

Current Company: Anthropic

5.8

Last Company: Snowflake

1.3

3rd Company: IBM

Why Left Each Company? (brief reason)

Currently happy but open to new challenge

Recruited out with raise / more responsibility

Wanted to go to Snowflake

% of Annual Quota Attained

Top Sales Talent last 5 years

Years Worked last 3 Companies

\$M	Annual			President	Top	Promotion	Achievements / Big Wins
	% of Quota	Attained	Quota	Club	Talent		(Company \$K)
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:

Matt Daly

42AAD6C6639A409...

3/28/2026

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

Matt Daly - 2025 - Rep Sheet - 5 year.xlsx

RepSheet.ai

U.S. Patent - D968510