Attribute	Rep Sheets	Sales Resumes
One - Page	Yes	No
Numerical	Yes	No
Standardized Format (Cannot hide bad years or exclude whatever you want)	Yes	No
Certified (Candidate certifies sales numbers as accurate via DocuSign)	Yes	No
Sales Talent segmented by Top 25% only (75% of sales talent EXcluded)	Yes	No
Sales Talent segmented by GOLD (Top 5%), SILVER (Top 15%) or BRONZE (Top 25%)	Yes	No
Clear & Concise	Yes	No
SpreadSheet Format	Yes	No
One Click Link to LinkedIn Profile (50%+ of resumes are missing a link to LinkedIN)	Yes	No
Clear Objective (position wanted, industry, company size, location)	Yes	No
Why Candidate left each Company (section screens out bad hires / rarely on resumes)	Yes	No
Exact Year of Graduation (date is required on Rep Sheet)	Yes	No
Confirmation of 4 Year Degree (yes or no is required)	Yes	No
Confirmation of D1, D2 or D3 Athlete (D1, D2, D3 or blank is required)	Yes	No
Exact Summary Data (Exact Number of Years is calculated)	Yes	No
Exact Number of Years: TOTAL Sales Experience	Yes	No
Exact Number of Years: OUTSIDE Sales Experience	Yes	No
Exact Number of Years: INSIDE Sales Experience	Yes	No
Exact Number of Years: Carrying Sales Quota	Yes	No
Exact Number of Years: Carrying ENTERPRISE Sales Quota	Yes	No
Exact Number of Years: Carrying MID-MARKET Sales Quota	Yes	No
Exact Number of Years: Carrying SMB Sales Quota	Yes	No
Exact Number of Years: "Closing" Experience	Yes	No
Exact Number of Years: Hunter	Yes	No
Exact Number of Years: Farmer	Yes	No
Exact Number of Years: VP or above (managing people)	Yes	No
Exact Number of Years: Director (managing people)	Yes	No
Exact Number of Years: Manager (managing people)	Yes	No
Exact Number of Years: Individual Contributor	Yes	No
Exact Number of Years: Software	Yes	No

Attribute	Rep Sheets	Sales Resumes
Exact Number of Years: Hardware	Yes	No
Exact Number of Years: SaaS	Yes	No
Exact Number of Years: CyberSecurity	Yes	No
Exact Number of Years: Big Data / Analytics	Yes	No
Exact Number of Years: Artificial Intelligence / Machine Learning	Yes	No
Exact Number of Years: E-commerce	Yes	No
Exact Number of Years: FinTech	Yes	No
Easy to spot Job Hoppers (Exact Number of Years is Calculated)	Yes	No
Exact Number of Years: Companies worked at Last **3** Years	Yes	No
Exact Number of Years: Companies worked at Last **5** Years	Yes	No
Exact Number of Years: Companies worked at Last **10** Years	Yes	No
Exact Number of Years: **Average** Years per Company	Yes	No
Exact Number of Years: **Current** Company & Company Name	Yes	No
Exact Number of Years: **Last** Company & Company Name	Yes	No
Exact Number of Years: **3rd** Company & Company Name	Yes	No
Exact Number of Years: **4th** Company & Company Name	Yes	No
Exact Number of Years: **5th** Company & Company Name	Yes	No
Exact Annual Sales Numbers Every Year for Last 10 Years are Calculated	Yes	No
Last **3 Year** Average: Exact **Percentage of Annual Quota Attained**	Yes	No
Last 3 Year Average: Exact **Annual Quota Attained**	Yes	No
Last 3 Year Average: Exact **Annual Quota**	Yes	No
Last 3 Year Average: Exact percentage of **President Clubs**	Yes	No
Last 3 Year Average: Exact segmentation: **Top 5%, Top 15% or Top 25%**	Yes	No
Last 3 Year Average: Exact number of **Promotions**	Yes	No
Last 3 Year Average: Exact **Achievements**	Yes	No
Last 3 Year Average: Exact **Biggest Wins**	Yes	No
Last **5 Year** Average: Exact **Percentage of Annual Quota Attained**	Yes	No
Last 5 Year Average: Exact **Annual Quota Attained**	Yes	No
Last 5 Year Average: Exact **Annual Quota**	Yes	No
Last 5 Year Average: Exact percentage of **President Clubs**	Yes	No
Last 5 Year Average: Exact segmentation: **Top 5%, Top 15% or Top 25%**	Yes	No
Last 5 Year Average: Exact number of **Promotions**	Yes	No
Last 5 Year Average: Exact **Achievements**	Yes	No
Last 5 Year Average: Exact **Biggest Wins**	Yes	No
Last **10 Year** Average: Exact **Percentage of Annual Quota Attained**	Yes	No
Last 10 Year Average: Exact **Annual Quota Attained**	Yes	No
Last 10 Year Average: Exact **Annual Quota**	Yes	No
Last 10 Year Average: Exact percentage of **President Clubs**	Yes	No
Last 10 Year Average: Exact segmentation: **Top 5%, Top 15% or Top 25%**	Yes	No
Last 10 Year Average: Exact number of **Promotions**	Yes	No
Last 10 Year Average: Exact **Achievements**	Yes	No

Attribute	Rep Sheets	Sales Resumes
Last 10 Year Average: Exact **Biggest Wins**	Yes	No
Each Year of Last 10 Years: Exact **Percentage of Annual Quota Attained**	Yes	No
Each Year of Last 10 Years: Exact **Annual Quota Attained**	Yes	No
Each Year of Last 10 Years: Exact **Annual Quota**	Yes	No
Each Year of Last 10 Years: Exact percentage of **President Clubs**	Yes	No
Each Year of Last 10 Years: Exact segmentation: **Top 5%, Top 15% or Top 25%**	Yes	No
Each Year of Last 10 Years: Exact number of **Promotions**	Yes	No
Each Year of Last 10 Years: Exact **Achievements**	Yes	No
Each Year of Last 10 Years: Exact **Biggest Wins**	Yes	No