**Summary**

Handful of data-heavy sentences summarizing who you are professionally. Info here should be a fit for all roles you’re applying to – making small tweaks as needed if applying to different types of roles (individual contributor vs management; large established org vs startup).

**Experience**

|  |  |
| --- | --- |
| Current/most recent Employer (hyperlinked to employer website) - *$annual revenue sector, # employees* | **Start MM/YY – Date/Present** |
| **Title – Your location while working there/Remote** |  |
| * Front load section w/ achievements like: percent to quota, marquee clients/deals, huge deals, first deals in X spaces closed, stack rank on team * Info about sales cycle: average deal size, cycle length, your buyer persona, the market/sectors you sold into, etc. * Any special projects you | |
| [ACME Corp](https://en.wikipedia.org/wiki/Acme_Corporation) *- $100M cartoon equipment manufacturer, 350 employees* | **Jan 2020 – June 2024** |
| **Senior Road Runner – US West**  **Associate Road Runner – US West** | Jan 2021 – June 2024  Jan 2020 – Dec 2020 |
| * Foiled Wile E Coyote 100% of the time across 8 seasons (200 episodes) * Successfully tricked Coyote into 38% of the time, leading to less time lost and higher operational efficiency (approx.. $20M in time savings) * Designed and launched live-streaming service, creating additional $10M/yr revenue + built audience of 25M Americans | |
| Warner Brothers Studios | Dec 2020 |
|  | |
|  | |

**Education**

School – Degree *(optional: honors)*