City, State
Phone number + email address
Linkedin Hyperlink

First Name Last Name

OBJECTIVE

Write two sentences outlining what you are looking for (i.e. Seeking the opportunity to join a Founder/CEO to scale a high performance sales organization that drives the business into the next level of business growth and ultimately a successful exit.)

EMPLOYMENT EXPERIENCE

Name of Employer, Dates of Employment

For any roles with less than 2-years of tenure, include the reason for leaving if it is related to an acquisition, new ownership, division roll-up, lay-offs, and/or major role change.

Under the employer heading, write one or two concise sentences describing your employer: what the company does and who the buyer personas are.

Job Title

- Five bullet points max that describe your track record during your tenure:
- What you sold (application and tech stack type), to whom (CXO, LOB, sectors, patch), and in what type of sales capacity (hunter, farmer, greenfield, named, SMB/enterprise, full or partial sales cycle responsibility.)
- Quota attainment (YOY and/or aggregate)
- Pipeline development
- New logo acquisition and/or account expansion
- Awards

ABC Company, 12/18 - 01/21

ABC Company is a Sequoia backed startup whose enterprise SaaS platform is used by manufacturing companies to optimize the maintenance of their capital equipment to reduce downtime.

Enterprise Account Executive

- Recruited to champion sales of a net-new SaaS product outside of the company's core offering.
- Responsible for new account sales across the MidWest and Canada.
- Exceeded quota 4/4 years and sold $2.2 Million of distributed systems license revenue.
- 4 time President's Club winner and ranked #3 rep in Canada out of 25 reps.
- Key wins included: Macys, WellsFargo, Bank of America, Verizon, Walmart,and Procter & Gamble.

EDUCATION & PROFESSIONAL DEVELOPMENT

Bachelor of Arts	University of Toronto, 2004
Effective Negotiation Skills	Vantage Partners, 2014
Total Enterprise Account Management	Critical Path, 2010

Make sure to include all professional sales training as well.

Outstanding references available upon request.

Resume Tips

- Check and double-check spelling, grammar and punctuation
- Limit to two pages of size 11-12 font.
- Eliminate any irregular formatting, shading and/or images.
- The final file should be saved and sent as Word Doc or PDF titled: First Name Last Name Resume.

As a sales leader, it is important to always be in a position of readiness in case a great opportunity comes along. As a living, breathing document it is important to keep your resume up to date as big wins and/or changes occur.

Also, keep in mind your resume is a reflection of your personal brand and is one of only a few tools a prospective employer has to determine whether or not you are interview worthy. The goal of a resume is to get an interview so it needs to clearly spell out your ability and potential.