

# Betts Rockstar

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## HIGHLIGHTS

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- Include any striking sales metrics (number of clients managed, percentage of months where you exceeded quota, etc.)  
*Generated 77 opportunities and \$833k in Q1 FY2016*
- Include any large products or accomplishments you have completed  
*Generate \$250k in one month during FY2015*
- Include any sales recognition awards  
*Awarded Top Salesman Award Q4 FY 2015, Most Closed Won deals on SDR team Q2 FY2015*

## PROFESSIONAL EXPERIENCE

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### Company A

Position

City, State

Date range attended

- List quota requirements, percentage of quota attainment, and revenue generated
- Detail any projects or systems you manage
- Highlight any career advancement

Example:

### Sales Factory

Account Executive

San Francisco, CA

Jan. 2015 – Jun. 2016

- 82% of ARR quota attainment - closed \$180k for FY2016
- On average closed 25 deals per month
- 65% Net New ARR, 35% Account Management and Upsells
- Managed fifteen different accounts and served as main point of contract
- Received Top Salesman Award for Q4 FY2015

Sales Development Representative

Dec. 2014 – Jan. 2016

- On average closed 20 deals per month
- Managed ten different accounts and served as main point of contract
- Received Top SDR Award for Q2 FY2014

## EDUCATION

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### University

Degree Received

City, State

Date range attended

- Any key highlights, positions, affiliations, relevant courses, or recognitions from college should be listed here  
*Vice President of Fraternity*  
*Received Chancellor's Award for Academic Excellence*  
*Founder of Young Managers Club*

### University #2

Degree Received

City, State

Date range attended

- If you have more than one degree from different schools, including an MBA, list both separately

## CORE TECHNOLOGIES

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### Platforms, Applications, and Tools

- List any sales management systems, CRM Systems, Microsoft Office applications, and other platforms you are proficient with.

*Always make sure your resume is concise and streamlined.*

*Check for any inconsistencies in punctuation, date ranges, alignment on the page, dash length, and spelling.*

*Focus the information on your resume to the position you are applying for. Remove any additional information that it's relevant.*

*Your resume should be one page in length.*