



Career Trajectory Report

IT Sales Intelligence Assessment Results

Enterprise Sales Director

ServiceNow • San Francisco, CA



87

Assessment Score



Top 5% of IT Sales Professionals

Your score places you among elite Enterprise Sales leaders globally.



Identified Gaps

Critical

Your assessment reveals a 23% gap in leveraging AI-native prospecting tools. With 78% of Enterprise deals now influenced by AI-driven discovery, this directly impacts your close rate.

High Priority

The speed from first meeting to validated business case averaged 18 days in your responses—top performers close this loop in 7 days.

Moderate

Your deal architecture shows strong executive alignment but limited technical champion development. This creates single-thread risk on complex deals.



12-Month Trajectory Projection

CURRENT TRACK

Executive Leadership

PROJECTED EARNINGS

\$320k - \$410k

+\$45k - \$110k with gap closure

PERCENTILE POTENTIAL

Top 2%

↑ 3 percentile points

DEAL VELOCITY IMPACT

+28%

Enterprise close rate



Recommended Actions

+22%

Close your critical gap with hands-on AI prospecting frameworks

Pipeline velocity

+\$85k

Compress your discovery-to-value loop from 18 days to 7

Projected earnings

-40%

Build technical champion networks that protect your deals

Deal slip risk

Ready to Close the Gap?

Schedule your 1:1 Strategic Gap Analysis with a TalSmart advisor to build your personalized development roadmap.

[Book Strategy Session →](#)

Assessment processed by **Basin::Nexus** | Zero-Latency Intelligence Routing

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