

Dimension	Weight	0 (No fit)	1 (Some fit)	2 (Good fit)	3 (Excellent fit)
Stage fit signals (startup/<200, ambiguity, ownership)	25%	Only large-company; unclear ownership	Some ownership; limited ambiguity	Has operated in lean teams; scope ownership	Repeated early-stage/build-from-scratch; player mindset
Enterprise SaaS deal context (complexity evidence)	25%	Mostly SMB/transactional	Mixed; some enterprise	Clear enterprise motion (multi-stakeholder, exec-facing)	Repeated complex enterprise deals + credible buyer map exposure
Full-cycle scope (prospecting → close)	20%	Not full-cycle (handoff-heavy role)	Partial ownership (e.g., closes only)	Full-cycle ownership with examples	Repeated full-cycle ownership + clear progression/impact
New business / hunter indicators	15%	Mostly inbound/farming	Some outbound	Consistent new-logo work	Built/ran outbound motion or high % self-sourced pipeline (claimed)
Methodology + process orientation signals (Sandler/MEDDIC)	10%	No mention; purely narrative	Mentions terms only	Demonstrates process language + artifacts	Evidence of disciplined process + metrics/cadences mentioned

Domain adjacency (nice-to-have) BFSI / CX / AI	5%	No adjacency	Some fintech/CX adjacency	Direct CX/fintech or regulated exposure	Repeated BFSI/CX wins or AI/CX platform selling
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