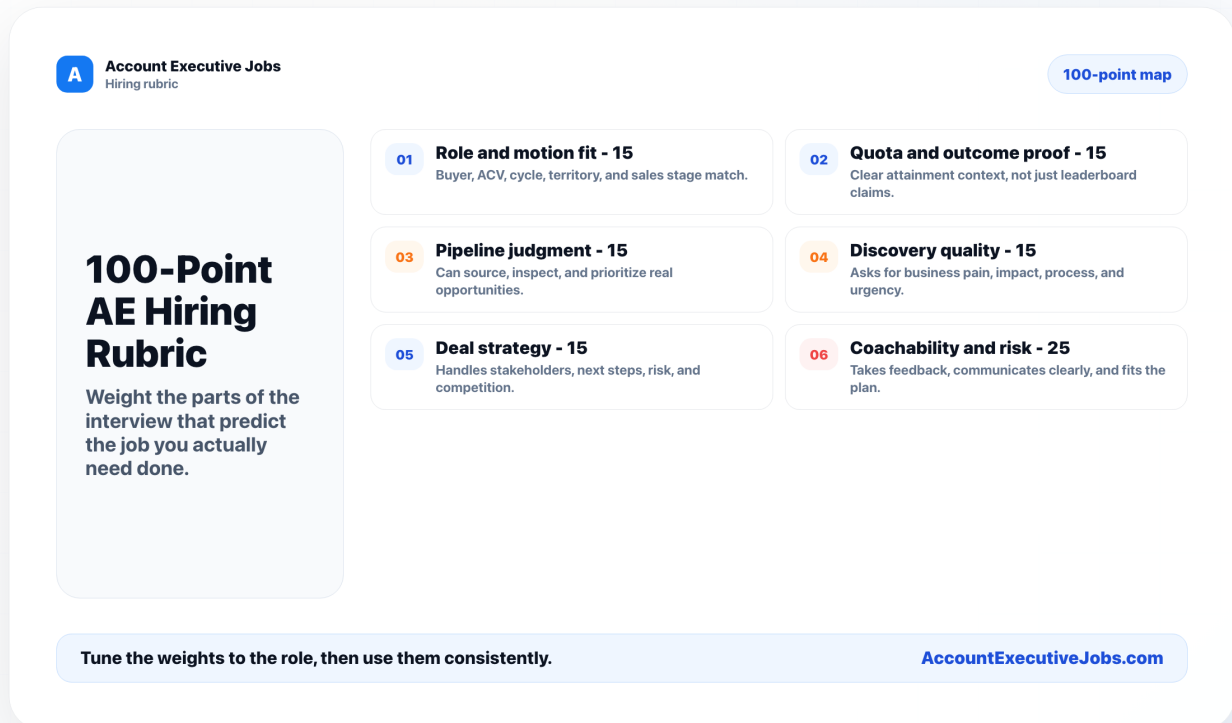


# 100-Point AE Hiring Rubric

100-point AE hiring rubric covering role fit, quota proof, pipeline judgment, discovery quality, deal strategy, and coachability.

<https://accountexecutivejobs.com/blog/hiring-salespeople/sales-hiring-scorecard>



## Use this reference

Read the full guide for the context behind this visual. The original illustration and its source belong together when you share it.

## Notes