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		Team members										Others (external)			Level of risk (% of team members below required level)	Total team members	Team members = 1	Team members = 2	Team members = 3
Role - Account Executive (Sales)		Spideiman	Captain America	Thor	Ironman	Black Widow	Doctor Strange					Hulk							
Skills																			
Tools																			
	Salesforce	3	2	3	4	3	3					2			Low	7	1	3	2
	Salesforce	3	2	4	3	2						2			Acceptable	7	2	4	0
	LinkedIn Sales Navigator	3	3	2	3	3						2			Low	7	2	2	3
	HubSpot - Prospect activity tracking	3	3	4	3	2	3					2			Low	7	2	2	2
	Zoom	3	3	2	3	3	3					2			Acceptable	7	4	2	1
	Drifto	3	3	2	3	2	3					2			Low	7	2	3	2
	Outreach	3	3	2	3	3	2					2			Acceptable	7	2	4	1
	Salesloft	3	3	2	3	2	3					2			Low	7	2	3	2
	Microsoft Teams	2	4	3	2		3					3			Low	6	2	2	1
	X	3	4	2	3	2	2					3			Low	7	1	3	2
	X	3	4	3	3	2	3					2			Low	7	3	2	1
	X	3	4	3	2							2			Acceptable	5	2	2	0
Proprietary skills																			
	Product knowledge	3	3	3	2	3	2					2			Low	7	2	3	2
	Pricing & packaging knowledge	3	2	2	2	3	2					3			Acceptable	7	2	4	1
	Product integrations	3	2	2	2	2	2					2			Urgent	7	1	6	0

Free Skills Matrix Template

Engineering Skill Matrix Template

Linda Westfall



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