

SE SHEET

Name [REDACTED]
Job Title Sr Sales Engineer
Company [REDACTED]
Phone [REDACTED]
Email [REDACTED]@icloud.com
LinkedIn [https://www.linkedin.com/in/\[REDACTED\]](https://www.linkedin.com/in/[REDACTED])



2022 Numbers of:

Top 25%



Black Tiger = Top 5% Talent



Gold Tiger = Top 15% Talent



White Tiger = Top 25% Talent

Ranking based on:

- 1) Annual Numbers on Sales Resume
- 2) President Clubs / Awards / Promotions
- 3) Length of Jobs / Quality of Companies

Objective To obtain: Sr Sales Engineer	Position Wanted Sr Sales Engineer	Industry Technology	Company Size 50-500	Location (City, State or Area) Remote (based [REDACTED]) & can travel
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Years 11 TOTAL SE Experience 11 OUTSIDE Sales SE INSIDE Sales SE 25 "Presenting" Experience 7 C-Level 10 VP / Director level 25 Manager level	Years 5 "Closing" Experience 11 PRE-Sales SE POST-Sales SE SE VP (people) SE Director (people) SE Manager (people) 11 Sales Engineer	Years 25 Linux / *nix 15 Python / PHP / Other scripting 10 Messaging (Pub / Sub) Licenses & Certifications 3 OpenHack: Modern Data Warehousing 2 Azure Fundamentals & Azure Data Solution 1 Confluent (Kafka)
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Number of Companies Worked 1 Company last year 2 Companies last 3 years 3 Companies last 5 years	2.2 Years Average 1.5 Last Company: [REDACTED] 3 2nd Company: [REDACTED] 2 3rd Company: [REDACTED]	Why Left Each Company? (brief reason) Company-wide layoffs Followed former sales leader Wanted smaller company
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% of Annual Team Quota Attained

Top Sales Talent last 5 Years

Years Worked last 3 Companies

\$M	Annual Team Quota			President Club	Top Talent	Promotion	Achievements / Big Wins (Company \$K)
	% of Quota	Attained	Quota				
Last 3 yr ave	96%	41.53	43.07	0%	Top 20%	1	100%+ annual quota: 1 of last 3 years
Last 5 yr ave	103%	40.42	39.14	0%	Top 25%	1	100%+ annual quota: 3 of last 5 years
2022	50%	0.6	1.2	No	Top 10%	1	Chosen to lead new commercial division for SEs
2021	92%	73.6	80	No	Top 25%		Was in CSM role (Renewals)
2020	105%	50.4	48	No	Top 25%		As SE with 2 Account Executives
2019	101%	49.5	49	No	Top 33%		Sales Specialist with own quota @ [REDACTED]
2018	160%	28.0	17.5	No	Top 10%		Prorated for 2 quarters @ [REDACTED]
Year of Graduation	Degree?	Degree	Major	GPA	College		
1990	Yes	[REDACTED]	Business	3.5	[REDACTED]		

My DocuSign certifies SE Sheet as accurate

DocuSigned by:
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SE SHEET: One-page, Numerical, Standardized & Certified