

SE SHEET

Name

Job Title

Company

Phone

Email

LinkedIn

Director, Sales Engineering

@comcast.net

linkedin.com/in/

SE Sheet

2023 Numbers of:

Top 5%

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

Position Wanted

Industry

Company Size

Location (City, State or Area)

To obtain:

Director, Sales Engineering

Tech

Open

or Remote

Years

5

TOTAL SE Experience

Years

4

"Closing" Experience

Years

20

Project Mgmt / Software Product Development

5

OUTSIDE Sales SE

INSIDE Sales SE

5

PRE-Sales SE

POST-Sales SE

16

SaaS / Data Analytics / Business Intelligence

5

Business Workflow Automation / AI

15

"Presenting" Experience

SE VP (people)

12

C-Level

4

SE Director (people)

12

VP / Director level

SE Manager (people)

15

Manager level

1

Sales Engineer

Licenses & Certifications

Data Privacy & Information Security V3.2

Project Management

Cross Selling

Preventing Discrimination & Harassment:

Number of Companies Worked

1

Company last year

1

Company last 3 years

2

Companies last 5 years

5.0

Years Average

4.75

Last Company:

1

2nd Company:

9.2

3rd Company:

Why Left Each Company? (brief reason)

RIF

RIF

Change in Leadership

% of Annual Team Quota Attained

150%

125%

100%

75%

2019

2020

2021

2022

2023

Top 5% Talent: 4 of last 5 Years

Top 15% Talent

Top 5% Talent

Years Worked last 3 Companies

10

9

8

7

6

5

4

3

2

1

0

4.75

1

9.2

Current Company

Last Company

3rd Company

\$M	Annual Team Quota			President Club	Top Talent	Promotion	Achievements / Big Wins (Company \$K)
	% of Quota	Attained	Quota				
Last 3 yr ave	113%	1.67	1.47	NA	Top 5%	1	100%+ annual quota: 3 of last 3 years
Last 5 yr ave	109%	1.40	1.28	NA	Top 7%	2	100%+ annual quota: 5 of last 5 years
2023	107%	2.9	2.7	NA	Top 5%	1	Q4 '23 MVP, Promoted to SE Director
2022	126%	1.1	0.87	NA	Top 5%		Q2 '22 MVP
2021	118%	1	0.85	NA	Top 5%		Closed 24 Deals
2020	100%	1	1	NA	Top 15%		Built out SE Team
2019	100%	1	1	NA	Top 5%	1	Designed / Deployed POCs w 75% close rates
Year of Graduation	Degree?	Degree	Major	D1, D2, D3 Athlete	College	My DocuSign certifies SE Sheet as accurate	
1992	Yes	MA				DocuSigned by: 5/19/2024	
1991	Yes	BA		D3		97389EE147BD454...	

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

- 2023 - 5 Year SE Sheet

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