

SE SHEET

Name

Job Title

Company

Phone

Email

LinkedIn

Sr. Sales Engineer

@gmail.com

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:

Sr. Sales Engineer

Cloud / SaaS

50 - 100

San Francisco, CA / Remote

Years

10

TOTAL SE Experience

8

OUTSIDE Sales SE

2

INSIDE Sales SE

5

"Presenting" Experience

3

C-Level

4

VP / Director level

3

Manager level

Years

8

"Closing" Experience

8

PRE-Sales SE

2

POST-Sales SE

SE VP (people)

SE Director (people)

2

SE Manager (people)

8

Sales Engineer

Years

10

Cloud Platforms

10

SaaS Technologies

4

Enterprise Data Security

7

RFPs

Licenses & Certifications

5

GDPR Compliance

Number of Companies Worked

1

Company last year

1

Company last 3 years

2

Companies last 5 years

2.5

Years Average

3

Last Company:

2

2nd Company:

2.5

3rd Company:

Why Left Each Company? (brief reason)

Operations - Excess customers churn

Company layoffs

Headhunted away

% of Annual Team Quota Attained

Top SE Talent last 5 Years

Years Worked last 3 Companies

SM	Annual Team Quota			President Club	Top Talent	Promotion	Achievements / Big Wins (Company \$K)
	% of Quota	Attained	Quota				
Last 3 yr ave	126%	2.10	1.67	NA	Top 5%		100%+ annual quota: 3 of last 3 years
Last 5 yr ave	117%	1.64	1.40	NA	Top 9%	1	100%+ annual quota: 3 of last 5 years
2023	145%	2.89	2	NA	Top 5%		SE on team won logos: ,
2022	109%	2.17	2	NA	Top 5%		SE on team won logos: , ,
2021	123%	1.23	1	NA	Top 5%		SE on team won logos: Int'l,
2020	94%	0.94	1	NA	Top 15%		Chief SE on team: Q1 Sales Breakout Award
2019	98%	0.98	1	NA	Top 15%	1	Promoted to Sr. SE / Won Q4 Breakout Award
Year of Graduation	Degree?	Degree	Major	GPA	College	My DocuSign certifies SE Sheet as accurate	
2004	Yes	BS	Mechanical Engineering			DocuSigned by: 6/20/2024	

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

5A8BC90013594C0...