




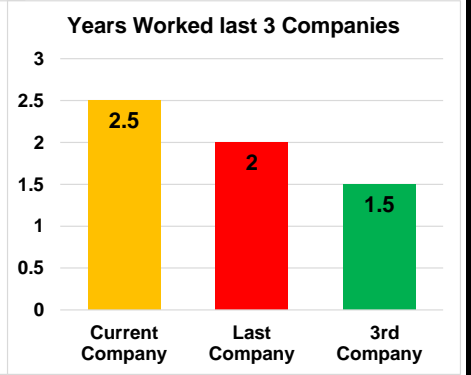
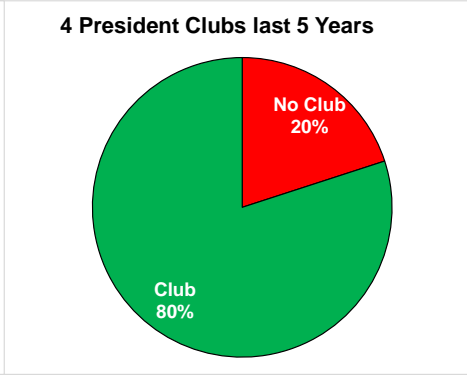
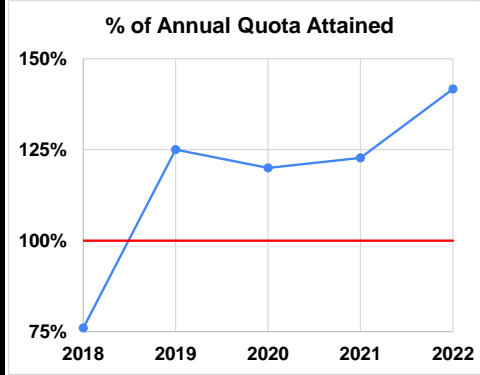


<p>CHAMPION RECRUITING's W2 SHEET</p> <p>Name John Mabry Job Title Inside Sales Rep Company DarkTrace Phone (408) 123 - 1234 Email john.mabry@gmail.com LinkedIn linkedin/in/johnmabry</p>	 2022 Numbers of: John Mabry SILVER Certified 	<p> Black Tiger = Top 5% Talent  Gold Tiger = Top 15% Talent  White Tiger = Top 25% Talent</p> <p>Rep Sheet certified #s based on W2s / stack ranking data GOLD = Last 5 years certified as accurate SILVER = Last 3 years certified as accurate BRONZE = Last 1 year certified as accurate</p>
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Objective	Position Wanted	Industry	Company Size	Location (City, State or Area)
To obtain:	Enterprise ISR	CyberSecurity	Pre-IPO Start-up	San Francisco, CA

Years	Years	Years
6 TOTAL Sales Experience	5 "Closing" Experience	Software
OUTSIDE	6 Hunter	1.5 Hardware
6 INSIDE	Farmer	SaaS
5 Total (Carrying Quota)	VP or above (people)	4.5 CyberSecurity
1 Enterprise (Global 2000)	Director (people)	Big Data / Analytics
3 Mid-Market	Manager (people)	Artificial Intelligence / Machine Learning
1 SMB (< 500 employees)	6 Individual Contributor	E-commerce
		FinTech
		Other

Number of Companies Worked	2.0 Years Average	Why Left Each Company? (brief reason)
1 Company last year	2.5 Currently: DarkTrace	Like job but just looking around
2 Companies last 3 years	2.0 Last Company: CrowdStrike	Recruited out by former boss with raise
3 Companies last 5 years	1.5 3rd Company: HP	Promoted to ISR at new company with raise



\$M	Annual			Club	Company Rank	Base/OTE \$K	W2s \$K	Achievements / Big Wins (Company \$K)
	% of Quota	Attained	Quota					
Last 3 yr ave	129%	0.71	0.55	100%	#3 of 53	70 / 140	170	100%+ annual quota: 3 of last 3 years
Last 5 yr ave	122%	0.54	0.44	80%	#5 of 55	65 / 130	152	100%+ annual quota: 4 of last 5 years
2022	142%	0.85	0.60	Yes	#1 of 68	75 / 150	195	Promoted to Enterprise ISR
2021	123%	0.68	0.55	Yes	#3 of 55	70 / 140	171	#3 Mid-Market ISR out of 55 on team
2020	120%	0.60	0.50	Yes	#4 of 35	65 / 130	145	#4 ISR out of 35 ISRs on team
2019	125%	0.38	0.30	Yes	#5 of 74	65 / 130	155	Promoted to Mid-Market ISR in 1 Year
2018	76%	0.19	0.25	No	#11 of 44	60 / 120	92	SumoLogic \$55K / IMS \$35K

Year of Graduation	Degree?	Degree	Major	D1,D2,D3 Athlete	College	My DocuSign certifies Rep Sheet as accurate DocuSigned by: Candidate 11/4/2022 <i>John Mabry</i> 42AADC6C639A40B... DocuSigned by: Rep Sheet Founder 11/4/2022 <i>Mark Stevenson</i> 7990E511B95641C
2016	Yes	BA	Business	D1 Track	UCSF	

CHAMPION RECRUITING: #1 in Tech Sales Recruiting in U.S.