

SE SHEET

Name

Matthew Daly

Job Title

Sales Engineer

Company

CloudFlare

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Email

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LinkedIn


linkedin/in/mattdaly


SE Sheet


2024 Numbers of:


Matthew Daly

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

To obtain:

Position Wanted

Sr. Sales Engineer

Industry

CyberSecurity

Company Size

Pre-IPO Start-up

Location (City, State or Area)

Atlanta, GA

Years

3

TOTAL SE Experience

OUTSIDE Sales SE

3

INSIDE Sales SE

"Presenting" Experience to C-Level to VP / Director level to Manager level

2

Years

2

"Closing" Experience

PRE-Sales SE

3

POST-Sales SE

SE VP (people)

SE Director (people)

SE Manager (people)

3

Sales Engineer

Years

3

Subject Matter Expert

CyberSecurity

3

DDoS

Licenses & Certifications

3

CySA+

Number of Companies Worked

1

Company last year

1

Company last 2 years

2

Companies last 3 years

Years Average

1.5

Currently: CloudFlare

1

Last Company: IBM

Why Left Each Company? (brief reason)

Like job but company went IPO so looking Recruited out by former boss with promotion

\$M

Last 3 yr ave

Annual Team Quota

% of Quota

136%

Attained

1.52

Quota

1.12

President Club

66%

Top Talent

Top 5%

Promotion

2

Achievements

100%+ annual quota: 2 of last 3 years

2024

134%

3.49

2.60

Yes

Top 5%

1

Q4 '24

156%

1.25

0.80

Top 5%

Q3 '24

136%

0.95

0.70

Top 5%

Q2 '24

123%

0.74

0.60

Top 5%

Q1 '24

110%

0.55

0.50

Top 15%

1

2023

143%

1.07

0.75

Yes

Top 5%

1

Q4 '23

157%

0.47

0.30

Top 5%

Q3 '23

175%

0.35

0.20

Top 5%

Q2 '23

113%

0.17

0.15

Top 15%

Q1 '23

80%

0.08

0.10

Top 25%

1

2022

0%

0.00

0.00

No

Top 5%

Q4 '22

0%

None

None

Top 5%

Q3 '22

0%

None

None

Top 5%

Q2 '22

0%

None

None

Top 5%

Q1 '22

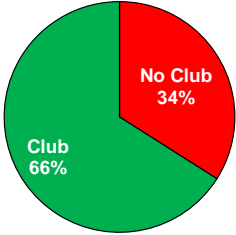
0%

None

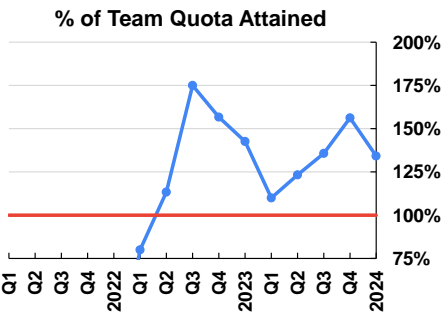
None

Top 15%

2 President Clubs last 3 Years



% of Team Quota Attained



Year of Graduation

2021

2020

Degree?

Yes

Yes

Degree

MS

BS

Major

EE

EE

GPA

3.68

3.75

College

Georgia Tech

Georgia Tech

My DocuSign certifies SE Sheet as accurate

DocuSigned by:

Matthew Daly

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1/4/2025

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

Daly Matt - 2024 - 3 Year SE Sheet

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U.S. Patent - D968510