




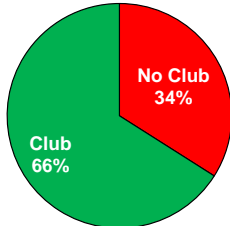
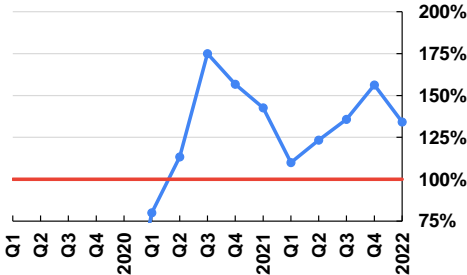


SE SHEET				 2022 Numbers of: Matthew Daly Top 5% 		 Black Tiger = Top 5% Talent  Gold Tiger = Top 15% Talent  White Tiger = Top 25% Talent Ranking based on: 1) Annual Numbers on Sales Resume 2) President Clubs / Awards / Promotions 3) Length of Jobs / Quality of Companies	
Name	Matthew Daly						
Job Title	Sales Engineer						
Company	CloudFlare						
Phone	(650) 123 - 1234						
Email	matt.daly@gmail.com						
LinkedIn	linkedin/in/mattdaly						
Objective	Position Wanted	Industry	Company Size	Location (City, State or Area)			
To obtain:	Sr. Sales Engineer	CyberSecurity	Pre-IPO Start-up	Atlanta, GA			
Years	Years	Years	Subject Matter Expert				
3 TOTAL SE Experience	2 "Closing" Experience	3 CyberSecurity	3 DDoS				
3 OUTSIDE Sales SE	3 PRE-Sales SE						
3 INSIDE Sales SE	3 POST-Sales SE						
2 "Presenting" Experience to C-Level to VP / Director level to Manager level	3 SE VP (people) SE Director (people) SE Manager (people) Sales Engineer	Licenses & Certifications					
		3 CySA+					
Number of Companies Worked	1.5 Years Average	Why Left Each Company? (brief reason)					
1 Company last year	2 Currently: CloudFlare	Like job but company went IPO so looking					
1 Company last 2 years	1 Last Company: IBM	Recruited out by former boss with promotion					
2 Companies last 3 years							
\$M	Annual Team Quota			President Club	Top Talent	Promotion	Achievements
	% of Quota	Attained	Quota				
Last 3 yr ave	136%	1.52	1.12	66%	Top 5%	2	100%+ annual quota: 2 of last 3 years
2022	134%	3.49	2.60	Yes	Top 5%	1	2 President Clubs last 3 Years  % of Team Quota Attained 
Q4 '22	156%	1.25	0.80		Top 5%		
Q3 '22	136%	0.95	0.70		Top 5%		
Q2 '22	123%	0.74	0.60		Top 5%		
Q1 '22	110%	0.55	0.50		Top 15%	1	
2021	143%	1.07	0.75	Yes	Top 5%	1	
Q4 '21	157%	0.47	0.30		Top 5%		
Q3 '21	175%	0.35	0.20		Top 5%		
Q2 '21	113%	0.17	0.15		Top 15%		
Q1 '21	80%	0.08	0.10		Top 25%	1	
2020	0%	0.00	0.00	No	Top 5%		
Q4 '20	0%	None	None		Top 5%		
Q3 '20	0%	None	None		Top 5%		
Q2 '20	0%	None	None		Top 5%		
Q1 '20	0%	None	None		Top 15%		
Year of Graduation	Degree?	Degree	Major	GPA	College		
2019	Yes	MS	EE	3.68	Georgia Tech		
2018	Yes	BS	EE	3.75	Georgia Tech		

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

My DocuSign certifies SE Sheet as accurate

DocuSigned by:

 11/4/2022
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