SE SHEET				A OF	Ohaat		Black Tiger = Top 5% Talent	
Name	ame Matthew Daly		\land SE Sheet				Gold Tiger = Top 15% Talent	
Job Title	Sales Enginee	er	2022 Numbers of:				White Tiger = Top 25% Talent	
Company	CloudFlare		Matthew Daly				Ranking based on:	
Phone	(650) 123 - 123	34	Top 5%				 Annual Numbers on Sales Resume President Clubs / Awards / Promotions Length of Jobs / Quality of Companies 	
Email	, matt.daly@gm							
LinkedIn	linkedin/in/mat							
Objective	Position Wan	ted	Industry		Company	Size	Location (City, State or Area)	
To obtain:	Sr. Sales Engi	neer	CyberSecur	ity	Pre-IPO St	art-up	Atlanta, GA	
Years			Years			Years	Subject Matter Expert	
3	TOTAL SE E	xperience	2	"Closing" E	xperience	3	CyberSecurity	
						3	DDoS	
	OUTSIDE Sa	ales SE	3	PRE-Sale	s SE			
3	INSIDE Sales	s SE		POST-Sal	es SE			
							Licenses & Certifications	
2	"Presenting" E	Experience		SE VP (pe	eople)	3	CySA+	
_	to C-Level				or (people)			
	to VP / Direct	tor level			ger (people)			
2	to Manager le		3	Sales Eng				
	_			-				
	of Companies			Years Ave	-		Why Left Each Company? (brief reason)	
1			2	Currently: CloudFlare			Like job but company went IPO so looking	
1		-	1	Last Com	pany: IBM		Recruited out by former boss with promotion	
2	Companies la	ast 3 years						
\$M	Annual Team Q		uota	President	Тор	Promotion	Achievements	
	% of Quota	Attained	Quota	Club	Talent			
Last 3 yr ave	136%	1.52	1.12	66%	Top 5%	2	100%+ annual quota: 2 of last 3 years	
							2 President Clubs last 3 Years	
2022	134%	3.49	2.60	Yes	Top 5%	1		
Q4 '22	156%	1.25	0.80	100	Top 5%	•		
Q4 22 Q3 '22	136%	0.95	0.30		Top 5%		No Club	
Q3 22 Q2 '22					Top 5%		34%	
<u>v</u> z zz	123%	0.74	0.60					
∩1 '22	110%	0 55	0.50		•	1	Club	
Q1 '22	110%	0.55	0.50		Top 15%	1	Club 66%	
				Vee	Top 15%			
2021	143%	1.07	0.75	Yes	Top 15%	1 1		
2021 Q4 '21	143% 157%	1.07 0.47	0.75 0.30	Yes	Top 15% Top 5% Top 5%			
2021 Q4 '21 Q3 '21	143% 157% 175%	1.07 0.47 0.35	0.75 0.30 0.20	Yes	Top 15% Top 5% Top 5% Top 5%			
2021 Q4 '21 Q3 '21 Q2 '21	143% 157% 175% 113%	1.07 0.47 0.35 0.17	0.75 0.30 0.20 0.15	Yes	Top 15% Top 5% Top 5% Top 5% Top 15%	1	66% % of Team Quota Attained	
2021 Q4 '21 Q3 '21	143% 157% 175%	1.07 0.47 0.35	0.75 0.30 0.20	Yes	Top 15% Top 5% Top 5% Top 5%		66% % of Team Quota Attained 200	
2021 Q4 '21 Q3 '21 Q2 '21	143% 157% 175% 113%	1.07 0.47 0.35 0.17	0.75 0.30 0.20 0.15	Yes No	Top 15% Top 5% Top 5% Top 5% Top 15%	1	% of Team Quota Attained 200 175	
2021 Q4 '21 Q3 '21 Q2 '21 Q1 '21	143% 157% 175% 113% 80%	1.07 0.47 0.35 0.17 0.08	0.75 0.30 0.20 0.15 0.10		Top 15% Top 5% Top 5% Top 15% Top 25%	1	66% % of Team Quota Attained 200 175 150	
2021 Q4 '21 Q3 '21 Q2 '21 Q1 '21 2020	143% 157% 175% 113% 80% 0%	 1.07 0.47 0.35 0.17 0.08 0.00 	0.75 0.30 0.20 0.15 0.10 0.00		Top 15% Top 5% Top 5% Top 15% Top 25% Top 5%	1	66% % of Team Quota Attained 200 175 150	
2021 Q4 '21 Q3 '21 Q2 '21 Q1 '21 2020 Q4 '20	143% 157% 175% 113% 80% 0% 0%	1.07 0.47 0.35 0.17 0.08 0.00 None	0.75 0.30 0.20 0.15 0.10 0.00 None		Top 15% Top 5% Top 5% Top 15% Top 25% Top 5%	1	66% % of Team Quota Attained 200 175 150 125	
2021 Q4 '21 Q3 '21 Q2 '21 Q1 '21 2020 Q4 '20 Q3 '20	143% 157% 175% 113% 80% 0% 0% 0%	1.07 0.47 0.35 0.17 0.08 0.00 None None	0.75 0.30 0.20 0.15 0.10 0.00 None None		Top 15% Top 5% Top 5% Top 15% Top 25% Top 5% Top 5% Top 5%	1	66% % of Team Quota Attained 200 175 150 125 100 75%	
2021 Q4 '21 Q3 '21 Q2 '21 Q1 '21 2020 Q4 '20 Q3 '20 Q2 '20	143% 157% 175% 113% 80% 0% 0% 0% 0%	1.07 0.47 0.35 0.17 0.08 0.00 None None None	0.75 0.30 0.20 0.15 0.10 0.00 None None None		Top 15% Top 5% Top 5% Top 15% Top 25% Top 5% Top 5% Top 5%	1	66% % of Team Quota Attained 200 175 150 125 100 75%	
2021 Q4 '21 Q3 '21 Q2 '21 Q1 '21 2020 Q4 '20 Q3 '20 Q2 '20 Q1 '20	143% 157% 175% 113% 80% 0% 0% 0% 0% 0%	1.07 0.47 0.35 0.17 0.08 0.00 None None None None	0.75 0.30 0.20 0.15 0.10 0.00 None None None None	No	Top 15% Top 5% Top 5% Top 15% Top 25% Top 5% Top 5% Top 5% Top 5% Top 5%	1 1	66% % of Team Quota Attained 175 150 125 100 5 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8	
2021 Q4 '21 Q2 '21 Q1 '21 2020 Q4 '20 Q3 '20 Q2 '20 Q1 '20 Year of	143% 157% 175% 113% 80% 0% 0% 0% 0%	1.07 0.47 0.35 0.17 0.08 0.00 None None None	0.75 0.30 0.20 0.15 0.10 0.00 None None None		Top 15% Top 5% Top 5% Top 15% Top 25% Top 5% Top 5% Top 5% Top 5% Top 5%	1	66% % of Team Quota Attained 175 150 125 100 5 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8	
2021 Q4 '21 Q2 '21 Q1 '21 2020 Q4 '20 Q3 '20 Q2 '20 Q1 '20 Year of Graduation	143% 157% 175% 113% 80% 0% 0% 0% 0% 0% 0% 0% Degree?	1.07 0.47 0.35 0.17 0.08 0.00 None None None None	0.75 0.30 0.20 0.15 0.10 0.00 None None None None	No GPA	Top 15% Top 5% Top 5% Top 25% Top 25% Top 5% Top 5% Top 5% Top 5% Top 15%	1 1	66% % of Team Quota Attained 200' 175' 150' 125' 100' 5 S S 5 S S 5 S 5 S 5 S 5 S 5 S 5 S 5 S	
2021 Q4 '21 Q2 '21 Q1 '21 2020 Q4 '20 Q3 '20 Q2 '20 Q1 '20 Year of	143% 157% 175% 113% 80% 0% 0% 0% 0% 0%	1.07 0.47 0.35 0.17 0.08 0.00 None None None None	0.75 0.30 0.20 0.15 0.10 0.00 None None None None	No	Top 15% Top 5% Top 5% Top 15% Top 25% Top 5% Top 5% Top 5% Top 5% Top 15% Col	1 1	66% % of Team Quota Attained 000 175% 50 50 50	