

SE SHEET

Name

Job Title

Company

Phone

Email

LinkedIn

Bill Higgins

Sr. Sales Engineer

FireEye

(415) 123 - 1234

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linkedin/in/billhiggins

SE Sheet

2024 Numbers of:

Bill Higgins

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:

SE Manager

CyberSecurity

Pre-IPO Start-up

Bay Area, CA

Years

10

TOTAL SE Experience

5

OUTSIDE Sales SE

5

INSIDE Sales SE

10

"Presenting" Experience

5

to C-Level

6

to VP / Director level

8

to Manager level

Years

5

"Closing" Experience

10

PRE-Sales SE

POST-Sales SE

SE VP (people)

SE Director (people)

SE Manager (people)

10

Sales Engineer

Years

10

Subject Matter Expert

6

CyberSecurity

4

Data Center

4

DDoS

Licenses & Certifications

10

CCIE Security

6

CISM - Certified Information Security Mgr

4

CompTIA Security+

1

CISA (ISCSA)

Number of Companies Worked

1

Company last year

2

Companies last 3 years

2

Companies last 5 years

3.3

Years Average

2.5

Currently: FireEye

3.5

Last Company: DarkTrace

4

3rd Company: Incapsula

Why Left Each Company? (brief reason)

Like job but just looking around

Recruited out by former boss

Company got acquired

% of Annual Team Quota Attained

4 President Clubs last 5 Years

Years Worked last 3 Companies

\$M	Annual Team Quota			President Club	Top Talent	Promotion	Achievements / Big Wins (Company \$K)
	% of Quota	Attained	Quota				
Last 3 yr ave	129%	7.10	5.50	66%	Top 5%	1	Promoted to Sr. SE
Last 5 yr ave	127%	5.21	4.10	80%	Top 5%	1	4 President Clubs in last 5 years
2024	143%	10.00	7.00	Yes	Top 5%		CDW \$3.2M / SHI \$2.4M / Optive \$1M
2023	112%	7.30	6.50	No	Top 15%		CVS \$1.3M / Ford \$1.1M / BOA \$900K
2022	133%	4.00	3.00	Yes	Top 5%	1	Promoted to Sr. Sales Engineer
2021	117%	3.50	3.00	Yes	Top 5%		Awarded SE Rookie of Year
2020	125%	1.25	1.00	Yes	Top 5%		Top 5 SE every qtr out of 110 SEs nationwide
Year of Graduation	Degree?	Degree	Major	GPA	College		My DocuSign certifies SE Sheet as accurate Signed by: 42AAD6C6639A409...
2013	Yes	MS	CS	3.4	Cal Tech		
2012	Yes	BS	CS	3.85	UCLA		

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

Higgins Bill - 2024 - 5 Year SE Sheet

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