SE SHEET Name Bill Higgins Job Title Sr. Sales Engineer Company FireEye (415) 123 - 1234 Phone Email bill.higgins@gmail.com LinkedIn linkedin/in/billhiggins Ob





Ranking based on:

- 1) Annual Numbers on Sales Resume
- 2) President Clubs / Awards / Promotions
- 3) Length of Jobs / Quality of Companies

bjective	Position Wanted	Industry	Company Size	Location (City, State or Area)
To obtain:	SE Manager	CyberSecurity	Pre-IPO Start-up	Bay Area, CA

Years		Years		Years	Subject Matter Expert
10	TOTAL SE Experience	5	"Closing" Experience	10	CyberSecurity
				6	Data Center
5	OUTSIDE Sales SE	10	PRE-Sales SE	4	DDoS
5	INSIDE Sales SE		POST-Sales SE		
					Licenses & Certificatio
10	"Presenting" Experience		SE VP (people)	10	CCIE Security

icenses & Certifications CIE Security

- SE Director (people) 6 CISM - Certified Information Security Mgr CompTIA Security+ SE Manager (people)
- Sales Engineer CISA (ISCSA)

Number of Companies Worked 1 Company last year

8 to Manager level

5 to C-Level

2 Companies last 3 years

6 to VP / Director level

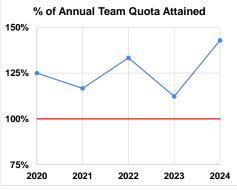
2 Companies last 5 years

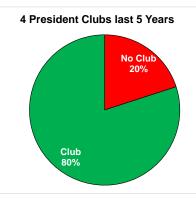
3.3 Years Average

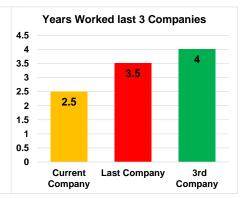
- 2.5 Currently: FireEye Last Company: DarkTrace 3.5
- 3rd Company: Incapsula

Why Left Each Company? (brief reason)

Like job but just looking around Recruited out by former boss Company got acquired







\$M	Annual Team Quota		President	Тор	Promotion	Achievements / Big Wins		
	% of Quota	Attained	Quota	Club	Talent		(Company \$K)	
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	Col	lege	My DocuSign certifies SE Sheet as accurate Signed by:	
2013	Yes	MS	CS	3.4	Cal	Tech	1 /4 /2025	
2012	Yes	BS	CS	3.85	UC	CLA	Bill Higgins 1/4/2023	