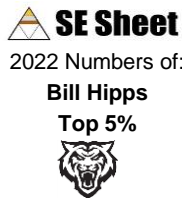


**SE SHEET**

**Name** Bill Hipps  
**Job Title** Sr. Sales Engineer  
**Company** FireEye  
**Phone** (415) 123 - 1234  
**Email** bill.hipps@gmail.com  
**LinkedIn** linkedin/in/billhipps

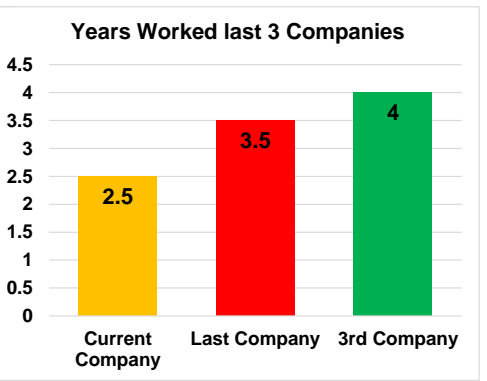
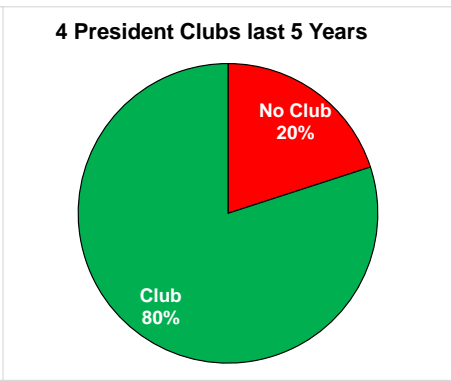
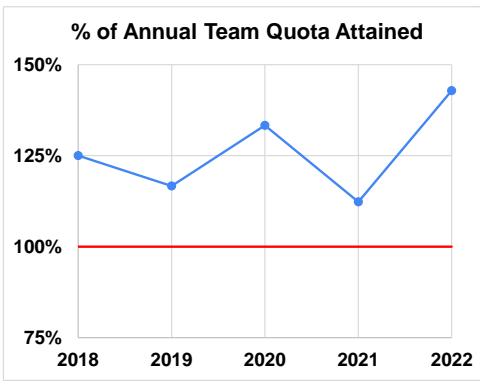


**Black Tiger** = Top 5% Talent  
**Gold Tiger** = Top 15% Talent  
**White Tiger** = Top 25% Talent  
 Ranking based on:  
 1) Annual Numbers on Sales Resume  
 2) President Clubs / Awards / Promotions  
 3) Length of Jobs / Quality of Companies

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

Years	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		
10 "Presenting" Experience	SE VP (people)	<b>Licenses &amp; Certifications</b>	
5 to C-Level	SE Director (people)	10 CCIE Security	6 CISM - Certified Information Security Mgr
6 to VP / Director level	SE Manager (people)	4 CompTIA Security+	1 CISA (ISCSA)
8 to Manager level	10 Sales Engineer		

Number of Companies Worked	3.3 Years Average	Why Left Each Company? (brief reason)
1 Company last year	2.5 Currently: FireEye	Like job but just looking around
2 Companies last 3 years	3.5 Last Company: DarkTrace	Recruited out by former boss
2 Companies last 5 years	4 3rd Company: Incapsula	Company got acquired



\$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
2022	143%	10.00	7.00	Yes	Top 5%		CDW \$3.2M / SHI \$2.4M / Optive \$1M
2021	112%	7.30	6.50	No	Top 15%		CVS \$1.3M / Ford \$1.1M / BOA \$900K
2020	133%	4.00	3.00	Yes	Top 5%	1	Promoted to Sr. Sales Engineer
2019	117%	3.50	3.00	Yes	Top 5%		Awarded SE Rookie of Year
2018	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 DocuSigned by: Bill Hipps 11/4/2022 42AAD6C6639A409...
2011	Yes	MS	CS	3.4	Cal Tech	
2010	Yes	BS	CS	3.85	UCLA	

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