




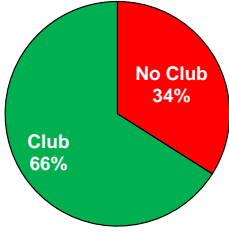
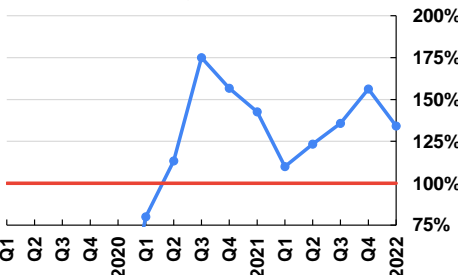
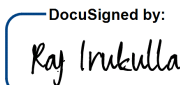


REP SHEET Name Raj Irukulla Job Title Mid-Market Inside Sales Rep Company FireEye Phone (650) 123 - 1234 Email raj.irukulla@gmail.com LinkedIn linkedin/in/rajirukulla				 2022 Numbers of: Raj Irukulla Top 5% 			 Black Tiger = Top 5% Talent  Gold Tiger = Top 15% Talent  White Tiger = Top 25% Talent Ranking 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:		Enterprise ISR		CyberSecurity		Pre-IPO Start-up		San Francisco, CA			
Years			Years			Years					
3 TOTAL Sales Experience			2 "Closing" Experience			Software			Hardware		
OUTSIDE			3 Hunter			SaaS					
3 INSIDE			Farmer			3 CyberSecurity			Big Data / Analytics		
2 Total (Carrying Quota)			VP or above (people)			Artificial Intelligence / Machine Learning					
Enterprise (Global 2000)			Director (people)			E-commerce					
1 Mid-Market			Manager (people)			FinTech					
1 SMB (< 500 employees)			3 Individual Contributor			Other					
Number of Companies Worked				1.5 Years Average		Why Left Each Company? (brief reason)					
1 Company last year				2 Currently: FireEye		Like job but just looking around					
1 Company last 2 years				1 Last Company: Okta		Recruited out by former boss with promotion					
2 Companies last 3 years											
\$M		Annual		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 			
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	% of Quota Attained 			
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%	0				
Q4 '20		0%	None	None		Top 5%					
Q3 '20		0%	None	None		Top 5%					
Q2 '20		0%	None	None		Top 15%					
Q1 '20		0%	None	None		Top 25%					
Year of Graduation	Degree?	Degree	Major	D1,D2,D3 Athlete	College		My DocuSign certifies Rep Sheet as accurate DocuSigned by:  11/4/2022 42AAD6C6639A409...				
2019	Yes	BA	Business	D1 hoops	St. Mary's College						

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