

REP SHEET

Name Mary Jones
Job Title Inside Sales Rep
Company DarkTrace
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2022 Numbers of:
Mary Jones
Top 5%



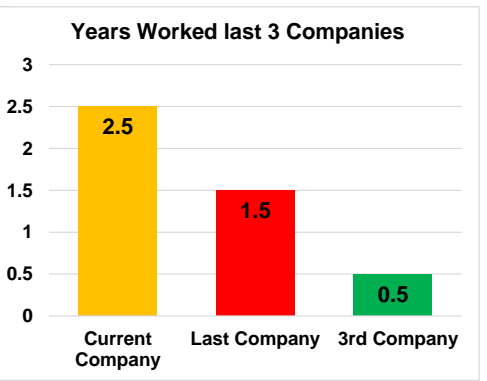
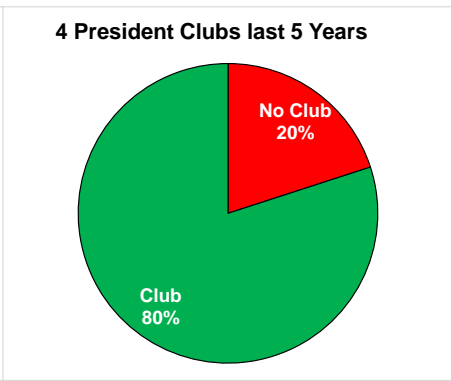
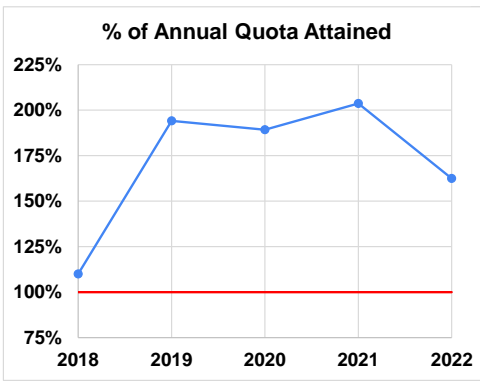
Black Tiger = Top 5% Talent
Gold Tiger = Top 15% Talent
White Tiger = Top 25% Talent

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
4.5 TOTAL Sales Experience	4.5 "Closing" Experience	Software
OUTSIDE	4.5 Hunter	0.5 Hardware
4.5 INSIDE	Farmer	SaaS
4.5 Total (Carrying Quota)	VP or above (people)	4 CyberSecurity
1 Enterprise (Global 2000)	Director (people)	Big Data / Analytics
3 Mid-Market	Manager (people)	Artificial Intelligence / Machine Learning
0.5 SMB (< 500 employees)	4.5 Individual Contributor	E-commerce
		FinTech
		Other

Number of Companies Worked	1.5 Years Average	Why Left Each Company? (brief reason)
1 Company last year	2.5 Currently: DarkTrace	Like job but just looking around
2 Companies last 3 years	1.5 Last Company: CrowdStrike	Recruited out by former boss with raise
3 Companies last 5 years	0.5 3rd Company: HP	Promoted to ISR at new company with raise



\$M	Annual			President Club	Top Talent	Promotion	Achievements / Big Wins (Company \$K)
	% of Quota	Attained	Quota				
Last 3 yr ave	184%	3.19	1.73	100%	Top 5%	1	100%+ annual quota: 3 of last 3 years
Last 5 yr ave	183%	2.29	1.25	80%	Top 5%	3	100%+ annual quota: 5 of last 5 years
2022	163%	3.25	2.00	Yes	Top 5%	1	Promoted to Enterprise ISR
2021	204%	3.87	1.90	Yes	Top 5%		#1 Mid-Market ISR out of 55 on team
2020	189%	2.46	1.30	Yes	Top 5%		#1 Mid-Market ISR out of 35 on team
2019	194%	1.65	0.85	Yes	Top 5%	1	Promoted to Mid-Market ISR in 1 Year
2018	110%	0.22	0.20	No	Top 15%	1	SumoLogic \$121K / IMS \$85K

Year of Graduation	Degree?	Degree	Major	D1,D2,D3 Athlete	College	My DocuSign certifies Rep Sheet as accurate DocuSigned by: 42AAD6C6639A409...
2017	Yes	BA	History	D3 soccer	Williams College	

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