






REP SHEET

Name Mary Jones
Job Title Inside Sales Rep
Company DarkTrace
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**Rep Sheet.**

2024 Numbers of:
Mary Jones
Top 5%



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

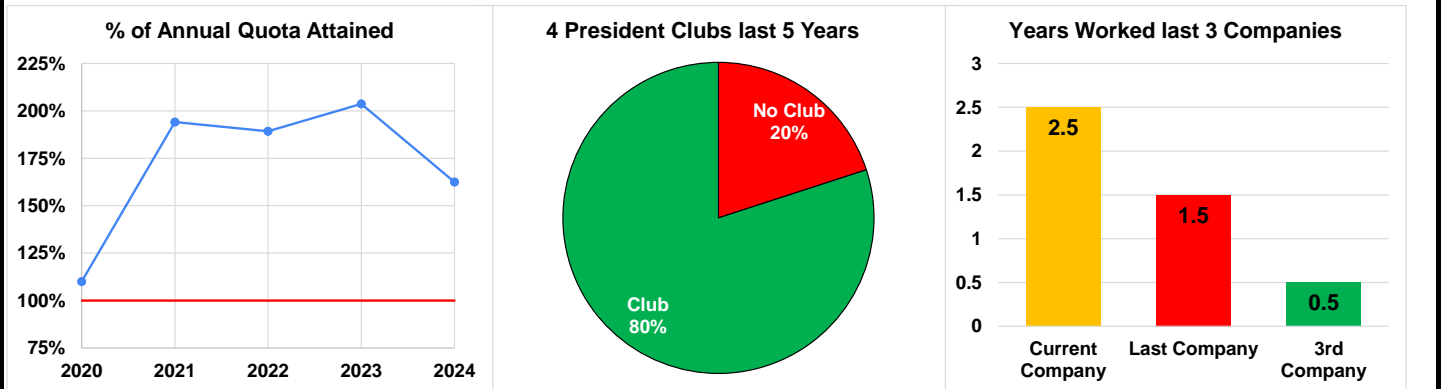
Ranking based on:

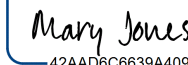
- 1) Annual Numbers on Sales Resume
- 2) President Clubs / Awards / Promotions
- 3) Length of Jobs / Quality of Companies

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		0.5 Hardware
4.5 INSIDE	4.5 Hunter	SaaS
	Farmer	4 CyberSecurity
4.5 Total (Carrying Quota)	VP or above (people)	Big Data / Analytics
1 Enterprise (Global 2000)	Director (people)	Artificial Intelligence / Machine Learning
3 Mid-Market	Manager (people)	E-commerce
0.5 SMB (< 500 employees)	4.5 Individual Contributor	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
2024	163%	3.25	2.00	Yes	Top 5%	1	Promoted to Enterprise ISR
2023	204%	3.87	1.90	Yes	Top 5%		#1 Mid-Market ISR out of 55 on team
2022	189%	2.46	1.30	Yes	Top 5%		#1 Mid-Market ISR out of 35 on team
2021	194%	1.65	0.85	Yes	Top 5%	1	Promoted to Mid-Market ISR in 1 Year
2020	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: DocuSigned by:  1/4/2025 42AAD6C6639A409...
2019	Yes	BA	History	D3 soccer	Williams College		
REP SHEET: One-page, Numerical, Standardized & Certified							