

REP SHEET

Name

Joe Smith

Job Title

Sales Manager, Enterprise Sales

Company

Palo Alto Networks

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Email

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LinkedIn


linkedin.com/in/joesmith


Rep Sheet

2024 Numbers of:


Joe Smith

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

To obtain:

Enterprise Sales Director

Position Wanted

CyberSecurity

Industry

Pre-IPO Start-up

Company Size

Bay Area, CA

Location (City, State or Area)

Years

18

TOTAL Sales Experience

10

OUTSIDE

8

INSIDE

16

Total (Carrying Quota)

10

Enterprise (Global 2000)

4

Mid-Market

2

SMB (< 500 employees)

Years

16

"Closing" Experience

16

Hunter

Farmer

VP or above (people)

Director (people)

3

Manager (people)

15

Individual Contributor

Years

13

Software

Hardware

SaaS

5

CyberSecurity

Big Data / Analytics

Artificial Intelligence / Machine Learning

E-commerce

FinTech

Other

Number of Companies Worked

1

Company last 3 years

1

Company last 5 years

3

Companies last 10 years

3.6

Years Average

5

Currently: PA Networks

3.5

Last Company: F5

3

3rd Company: Seagate

4.5

4th Company: Juniper

2

5th Company: Cisco

Why Left Each Company? (brief reason)

Like job but just looking around

Product not ready yet

Company got acquired

Recruited out by former boss

Recruited out by recruiter with raise

\$M

Annual

% of Quota

Attained

Quota

President

Club

Top

Talent

Promotion

Achievements

Last 3 yr ave

142%

12.57

8.83

100%

Top 5%

1

100%+ annual quota: 3 of last 3 years

Last 5 yr ave

136%

10.32

7.60

80%

Top 5%

1

100%+ annual quota: 5 of last 5 years

Last 10 yr ave

134%

6.65

4.96

70%

Top 15%

3

100%+ annual quota: 10 of last 10 years

2024

152%

15.23

10.00

Yes

Top 5%

2023

146%

12.44

8.50

Yes

Top 5%

2022

126%

10.05

8.00

Yes

Top 5%

1

2021

115%

6.90

6.00

No

Top 15%

2020

127%

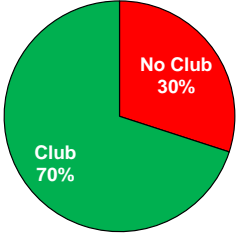
7.00

5.50

Yes

Top 5%

7 President Clubs last 10 Years



2019

105%

4.20

4.00

No

Top 25%

1

2018

104%

2.60

2.50

No

Top 25%

2017

183%

5.50

3.00

Yes

Top 5%

2016

118%

1.30

1.10

Yes

Top 5%

1

2015

125%

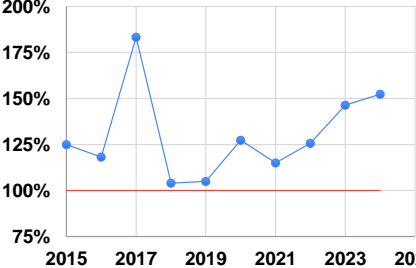
1.25

1.00

Yes

Top 5%

% of Annual Quota Attained



Year of Graduation

Degree?

Degree

Major

D1,D2,D3 Athlete

College

2004

Yes

BA

Business


D1 hoops

St. Mary's College

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1/4/2025

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

Smith Joe - 2024 - 10 Year Rep Sheet

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U.S. Patent - D968510