




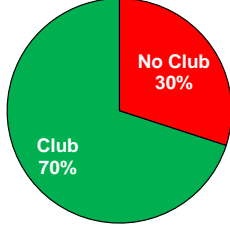
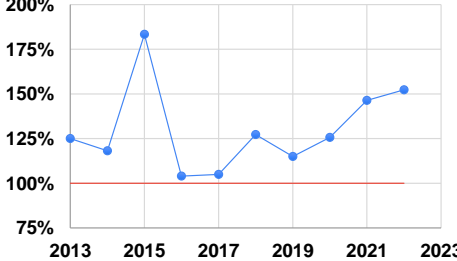


<b>REP SHEET</b>				 2022 Numbers of: <b>Joe Smith</b> <b>Top 5%</b> 		 <b>Black Tiger</b> = Top 5% Talent  <b>Gold Tiger</b> = Top 15% Talent  <b>White Tiger</b> = Top 25% Talent Ranking based on: 1) Annual Numbers on Sales Resume 2) President Clubs / Awards / Promotions 3) Length of Jobs / Quality of Companies	
<b>Name</b>	Joe Smith			<b>Job Title</b>	Sales Manager, Enterprise Sales		
<b>Company</b>	Palo Alto Networks			<b>Phone</b>	(650) 123 - 1234		
<b>Email</b>	joe.smith@gmail.com			<b>LinkedIn</b>	linkedin.com/in/joesmith		
<b>Objective</b>	<b>Position Wanted</b>	<b>Industry</b>	<b>Company Size</b>	<b>Location (City, State or Area)</b>			
To obtain:	Enterprise Sales Director	CyberSecurity	Pre-IPO Start-up	Bay Area, CA			
<b>Years</b>	<b>Years</b>	<b>Years</b>					
18 TOTAL Sales Experience	16 "Closing" Experience	13 Software					
10 OUTSIDE	16 Hunter	13 Hardware					
8 INSIDE	Farmer	5 CyberSecurity					
16 Total (Carrying Quota)	VP or above (people)	Big Data / Analytics					
10 Enterprise (Global 2000)	Director (people)	Artificial Intelligence / Machine Learning					
4 Mid-Market	3 Manager (people)	E-commerce					
2 SMB (< 500 employees)	15 Individual Contributor	FinTech					
<b>Number of Companies Worked</b>	<b>3.6 Years Average</b>	<b>Why Left Each Company? (brief reason)</b>					
1 Company last 3 years	5 Currently: PA Networks	Like job but just looking around					
1 Company last 5 years	3.5 Last Company: F5	Product not ready yet					
3 Companies last 10 years	3 3rd Company: Seagate	Company got acquired					
	4.5 4th Company: Juniper	Recruited out by former boss					
	2 5th Company: Cisco	Recruited out by recruiter with raise					
<b>\$M</b>	<b>Annual</b>			<b>President</b>	<b>Top</b>	<b>Promotion</b>	<b>Achievements</b>
	<b>% of Quota</b>	<b>Attained</b>	<b>Quota</b>	<b>Club</b>	<b>Talent</b>		
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
2022	152%	15.23	10.00	Yes	Top 5%		<b>7 President Clubs last 10 Years</b> 
2021	146%	12.44	8.50	Yes	Top 5%		
2020	126%	10.05	8.00	Yes	Top 5%	1	
2019	115%	6.90	6.00	No	Top 15%		
2018	127%	7.00	5.50	Yes	Top 5%		
2017	105%	4.20	4.00	No	Top 25%	1	<b>% of Annual Quota Attained</b> 
2016	104%	2.60	2.50	No	Top 25%		
2015	183%	5.50	3.00	Yes	Top 5%		
2014	118%	1.30	1.10	Yes	Top 5%	1	
2013	125%	1.25	1.00	Yes	Top 5%		
<b>Year of Graduation</b>	<b>Degree?</b>	<b>Degree</b>	<b>Major</b>	<b>D1,D2,D3 Athlete</b>	<b>College</b>		
2002	Yes	BA	Business	D1 hoops	St. Mary's College		

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

My DocuSign certifies Rep Sheet as accurate

DocuSigned by:  
  
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