




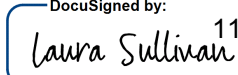


SE SHEET				 2022 Numbers of: Laura Sullivan Top 5% 			 Black Tiger = Top 5% Talent  Gold Tiger = Top 15% Talent  White Tiger = Top 25% Talent Ranking based on: 1) Annual Numbers on Sales Resume 2) President Clubs / Awards / Promotions 3) Length of Jobs / Quality of Companies																
Name	Laura Sullivan			Job Title	Sr Sales Engineer			Company	Palo Alto Networks			Phone	(650) 123 - 1234			Email	laura.sullivan@gmail.com			LinkedIn	linkedin/in/laurasullivan		
Objective	To obtain: SE Manager			Industry	CyberSecurity			Company Size	Pre-IPO Start-up			Location (City, State or Area)	Bay Area, CA										
Years	18 TOTAL SE Experience			Years	16 "Closing" Experience			Years	10 CyberSecurity			Subject Matter Expert											
	10 OUTSIDE Sales SE				16 PRE-Sales SE				6 Mobile Test Automation														
	8 INSIDE Sales SE				2 POST-Sales SE				2 SOA Mgmt														
	18 "Presenting" Experience				SE VP (people)				10 CCIE Security			Licenses & Certifications											
	5 to C-Level				SE Director (people)				5 CCIE Data Center														
	15 to VP / Director level				SE Manager (people)				2 CloudTest Certified Specialist														
	18 to Manager level				18 Sales Engineer				1 ITIL (v2)														
Number of Companies Worked	1 Company last 3 years			3.6 Years Average	5 Currently: PA Networks			Why Left Each Company? (brief reason)			Like job but just looking around												
	1 Company last 5 years			3.5 Last Company: F5	3 3rd Company: Seagate						Product not ready yet												
	3 Companies last 10 years			4.5 4th Company: Juniper	2 5th Company: Cisco						Company got acquired												
											Recruited out by former boss												
											Recruited out by recruiter with raise												
\$M	Annual Team Quota			President Club	Top Talent	Promotion	Achievements																
	% of Quota	Attained	Quota																				
Last 3 yr ave	142%	12.57	8.83	100%	Top 5%	1	Promoted to Sr SE 100%+ annual bonus each of last 5 yrs 7 President Clubs in last 10 years																
Last 5 yr ave	136%	10.32	7.60	80%	Top 5%	1																	
Last 10 yr ave	134%	6.65	4.96	70%	Top 15%	3																	
2022	152%	15.23	10.00	Yes	Top 5%		CDW \$3.2M / SHI \$2.4M / Optiv \$1M																
2021	146%	12.44	8.50	Yes	Top 5%		Home Depot \$2.2M / Slack \$1.8M																
2020	126%	10.05	8.00	Yes	Top 5%	1	Promoted to Sr. Sales Engineer																
2019	115%	6.90	6.00	No	Top 15%		CVS \$1.3M / Ford \$1.1M / BOA \$900K																
2018	127%	7.00	5.50	Yes	Top 5%		Citi \$2M / HBO \$1.5M / Wells Fargo \$1M																
2017	105%	4.20	4.00	No	Top 25%	1	Zoom \$850K / HackerRank \$600K																
2016	104%	2.60	2.50	No	Top 25%		Received "Best SE Presentation" Award																
2015	183%	5.50	3.00	Yes	Top 5%		Top 5 SE out of 110 nationwide every qtr																
2014	118%	1.30	1.10	Yes	Top 5%	1	Awarded company trip																
2013	125%	1.25	1.00	Yes	Top 5%		Awarded SE Rookie of Year																
Year of Graduation	Degree?	Degree	Major	GPA	College		My DocuSign certifies SE Sheet as accurate DocuSigned by:  11/4/2022 42AAD6C6639A409...																
2008	Yes	MS	EE	3.75	Univ of CA, Berkeley																		
2002	Yes	BS	EE	3.9	Cal Poly																		

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