

SE SHEET

Name

Job Title

Company

Phone

Email

LinkedIn

Laura Sullivan


Sr Sales Engineer

Palo Alto Networks

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SE Sheet


2024 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

Objective

Position Wanted

Industry

Company Size

Location (City, State or Area)

To obtain: SE Manager

CyberSecurity

Pre-IPO Start-up

Bay Area, CA

Years

18

TOTAL SE Experience

Years

16

"Closing" Experience

Years

10

CyberSecurity

6

Mobile Test Automation

2

SOA Mgmt

10

OUTSIDE Sales SE

16

PRE-Sales SE

2

POST-Sales SE

8

INSIDE Sales SE

18

"Presenting" Experience

SE VP (people)

10

CCIE Security

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

3.6

Years Average

1

Company last 3 years

5

Currently: PA Networks

3.5

Last Company: F5

1

Company last 5 years

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 Team Quota

President

Top

Promotion

Achievements

% of Quota

Attained

Quota

Club

Talent

Last 3 yr ave

142%

12.57

8.83

100%

Top 5%

1

Promoted to Sr SE

Last 5 yr ave

136%

10.32

7.60

80%

Top 5%

1

100%+ annual bonus each of last 5 yrs

Last 10 yr ave

134%

6.65

4.96

70%

Top 15%

3

7 President Clubs in last 10 years

2024

152%

15.23

10.00

Yes

Top 5%

CDW \$3.2M / SHI \$2.4M / Optiv \$1M

2023

146%

12.44

8.50

Yes

Top 5%

Home Depot \$2.2M / Slack \$1.8M

2022

126%

10.05

8.00

Yes

Top 5%

1

Promoted to Sr. Sales Engineer

2021

115%

6.90

6.00

No

Top 15%

CVS \$1.3M / Ford \$1.1M / BOA \$900K

2020

127%

7.00

5.50

Yes

Top 5%

Citi \$2M / HBO \$1.5M / Wells Fargo \$1M

2019

105%

4.20

4.00

No

Top 25%

1

Zoom \$850K / HackerRank \$600K

2018

104%

2.60

2.50

No

Top 25%

Received "Best SE Presentation" Award

2017

183%

5.50

3.00

Yes

Top 5%

Top 5 SE out of 110 nationwide every qtr

2016

118%

1.30

1.10

Yes

Top 5%

1

Awarded company trip

2015

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

2010

Yes

MS

EE

3.75

Univ of CA, Berkeley

DocuSigned by:

2004

Yes

BS

EE

3.9

Cal Poly

Laura Sullivan 1/4/2025

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

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