								Transport
SE SHEET				A CE	Sheet			Black Tiger = Top 5% Talent
Name	Laura Sullivan		♠ SE Sheet					
Job Title	Sr Sales Engin		2024 Numbers of:					- Section - Control - Cont
Company	Palo Alto Netw		Laura Sullivan Top 5%					•
Phone	(650) 123 - 123			lop) 5% ≈ 7			•
Email	laura.sullivan@	-			D			•
LinkedIn	linkedin/in/laura	asullivan		16	<i>y</i>			3) Length of Jobs / Quality of Companies
Objective	Position Want	ted	Industry		Company S	Size		Location (City, State or Area)
To obtain:	SE Manager		CyberSecur	rity	Pre-IPO Sta	art-up		Bay Area, CA
Years			Years			Y	'ears	Subject Matter Expert
	TOTAL SE E	xperience		"Closing" E	xperience			
		•		J	•		6	Mobile Test Automation
10	10 OUTSIDE Sales SE		16	PRE-Sale:	s SE		2	SOA Mgmt
8	8 INSIDE Sales SE		2	POST-Sal	es SE			Ç
								Licenses & Certifications
18	"Presenting" E	xperience		SE VP (pe	eople)		10	CCIE Security
5	to C-Level			SE Directo	or (people)		5	CCIE Data Center
15	to VP / Direct	or level		SE Manag	ger (people)		2	CloudTest Certified Specialist
18	to Manager le	evel	18	Sales Eng	ineer		1	ITIL (v2)
	of Companies				_			
1	Company last	t 3 years		•		ks		, ,
					-			* *
1	Company last	t 5 years	3	•				
_			4.5		2) President Clubs / 3) Length of Jobs / 0 Company Size Pre-IPO Start-up Bay Area, CA Years Subject Matter Expanding Experience 10 CyberSecurity 6 Mobile Test Automates 2 SOA Mgmt ST-Sales SE Licenses & Certification College Security 5 CCIE Data Center 10 CyberSecurity 6 Mobile Test Automates 2 SOA Mgmt Licenses & Certification College Security 5 CCIE Data Center 10 CIE Security 10 CIE Security 10 CIE Security 11 CIE Security 12 CIE Data Center 12 CIE Data Center 12 CIE Data Center 13 CIE CIE Data Center 14 CIE CIE CIE Data Center 15 CIE Data Center 15 CIE Data Center 15 CIE Data Center 15 CIE Data Center 16 CIE CIE Data Center 16 CIE CIE Data Center 17 CIE CIE Data Center 17 CIE CIE Data Center 18 CIE CIE Data Center 18 CIE CIE CIE Data Center 18 CIE CIE CIE Data Center 18 CIE CIE CIE Data Center 18 CIE			
3	Companies la	st 10 years	2	5th Compa	any: Cisco	Ranking based on: 1) Annual Numbers on Sales Resume 2) President Clubs / Awards / Promotions 3) Length of Jobs / Quality of Companies Pay Size Postart-up Bay Area, CA Years Subject Matter Expert Define Soa Migmt Licenses & Certifications Licenses & Certifications CCIE Security Define D		
\$M	Anr	nual Team Qı	uota	President	Тор	Promo	otion	Achievements
4	% of Quota	Attained	Quota	Club	Talent			/ tomovements
Last 3 yr ave	142%	12.57	8.83	100%	Top 5%	1		Promoted to Sr SE
Last 3 yr ave Last 5 yr ave	142% 136%	12.57 10.32						
-			8.83	100%	Top 5%			
Last 5 yr ave Last 10 yr ave	136%	10.32	8.83 7.60	100% 80%	Top 5% Top 5%	1		100%+ annual bonus each of last 5 yrs 7 President Clubs in last 10 years
Last 5 yr ave	136%	10.32	8.83 7.60	100% 80%	Top 5% Top 5%	1		100%+ annual bonus each of last 5 yrs
Last 5 yr ave Last 10 yr ave	136% 134% 152%	10.32 6.65	8.83 7.60 4.96	100% 80% 70% Yes	Top 5% Top 5% Top 15% Top 5%	1		100%+ annual bonus each of last 5 yrs 7 President Clubs in last 10 years CDW \$3.2M / SHI \$2.4M / Optiv \$1M
Last 5 yr ave Last 10 yr ave	136% 134%	10.32 6.65	8.83 7.60 4.96	100% 80% 70%	Top 5% Top 5% Top 15%	1		100%+ annual bonus each of last 5 yrs 7 President Clubs in last 10 years
Last 5 yr ave Last 10 yr ave 2024 2023	136% 134% 152% 146%	10.32 6.65 15.23 12.44	8.83 7.60 4.96 10.00 8.50	100% 80% 70% Yes	Top 5% Top 5% Top 15% Top 5% Top 5%	1 3		100%+ annual bonus each of last 5 yrs 7 President Clubs in last 10 years CDW \$3.2M / SHI \$2.4M / Optiv \$1M Home Depot \$2.2M / Slack \$1.8M
Last 5 yr ave Last 10 yr ave	136% 134% 152%	10.32 6.65	8.83 7.60 4.96	100% 80% 70% Yes	Top 5% Top 5% Top 15% Top 5%	1		100%+ annual bonus each of last 5 yrs 7 President Clubs in last 10 years CDW \$3.2M / SHI \$2.4M / Optiv \$1M
Last 5 yr ave Last 10 yr ave 2024 2023 2022	136% 134% 152% 146% 126%	10.32 6.65 15.23 12.44 10.05	8.83 7.60 4.96 10.00 8.50 8.00	100% 80% 70% Yes Yes	Top 5% Top 5% Top 15% Top 5% Top 5% Top 5%	1 3		100%+ annual bonus each of last 5 yrs 7 President Clubs in last 10 years CDW \$3.2M / SHI \$2.4M / Optiv \$1M Home Depot \$2.2M / Slack \$1.8M Promoted to Sr. Sales Engineer
Last 5 yr ave Last 10 yr ave 2024 2023	136% 134% 152% 146%	10.32 6.65 15.23 12.44	8.83 7.60 4.96 10.00 8.50	100% 80% 70% Yes	Top 5% Top 5% Top 15% Top 5% Top 5%	1 3		100%+ annual bonus each of last 5 yrs 7 President Clubs in last 10 years CDW \$3.2M / SHI \$2.4M / Optiv \$1M Home Depot \$2.2M / Slack \$1.8M
Last 5 yr ave Last 10 yr ave 2024 2023 2022 2021	136% 134% 152% 146% 126% 115%	10.32 6.65 15.23 12.44 10.05 6.90	8.83 7.60 4.96 10.00 8.50 8.00 6.00	100% 80% 70% Yes Yes Yes	Top 5%	1 3		100%+ annual bonus each of last 5 yrs 7 President Clubs in last 10 years CDW \$3.2M / SHI \$2.4M / Optiv \$1M Home Depot \$2.2M / Slack \$1.8M Promoted to Sr. Sales Engineer CVS \$1.3M / Ford \$1.1M / BOA \$900K
Last 5 yr ave Last 10 yr ave 2024 2023 2022	136% 134% 152% 146% 126%	10.32 6.65 15.23 12.44 10.05	8.83 7.60 4.96 10.00 8.50 8.00	100% 80% 70% Yes Yes	Top 5% Top 5% Top 15% Top 5% Top 5% Top 5%	1 3		100%+ annual bonus each of last 5 yrs 7 President Clubs in last 10 years CDW \$3.2M / SHI \$2.4M / Optiv \$1M Home Depot \$2.2M / Slack \$1.8M Promoted to Sr. Sales Engineer
Last 5 yr ave Last 10 yr ave 2024 2023 2022 2021	136% 134% 152% 146% 126% 115%	10.32 6.65 15.23 12.44 10.05 6.90	8.83 7.60 4.96 10.00 8.50 8.00 6.00	100% 80% 70% Yes Yes No	Top 5%	1 3		100%+ annual bonus each of last 5 yrs 7 President Clubs in last 10 years CDW \$3.2M / SHI \$2.4M / Optiv \$1M Home Depot \$2.2M / Slack \$1.8M Promoted to Sr. Sales Engineer CVS \$1.3M / Ford \$1.1M / BOA \$900K
2024 2023 2022 2021 2020	136% 134% 152% 146% 126% 115%	10.32 6.65 15.23 12.44 10.05 6.90 7.00	8.83 7.60 4.96 10.00 8.50 8.00 6.00 5.50	100% 80% 70% Yes Yes Yes	Top 5% Top 5% Top 15% Top 5% Top 5% Top 5% Top 5% Top 5% Top 55%	1 3		100%+ annual bonus each of last 5 yrs 7 President Clubs in last 10 years CDW \$3.2M / SHI \$2.4M / Optiv \$1M Home Depot \$2.2M / Slack \$1.8M Promoted to Sr. Sales Engineer CVS \$1.3M / Ford \$1.1M / BOA \$900K Citi \$2M / HBO \$1.5M / Wells Fargo \$1M
2024 2023 2022 2021 2020	136% 134% 152% 146% 126% 115%	10.32 6.65 15.23 12.44 10.05 6.90 7.00	8.83 7.60 4.96 10.00 8.50 8.00 6.00 5.50	100% 80% 70% Yes Yes No	Top 5% Top 5% Top 15% Top 5% Top 5% Top 5% Top 5% Top 5% Top 55%	1 3		100%+ annual bonus each of last 5 yrs 7 President Clubs in last 10 years CDW \$3.2M / SHI \$2.4M / Optiv \$1M Home Depot \$2.2M / Slack \$1.8M Promoted to Sr. Sales Engineer CVS \$1.3M / Ford \$1.1M / BOA \$900K Citi \$2M / HBO \$1.5M / Wells Fargo \$1M
Last 5 yr ave Last 10 yr ave 2024 2023 2022 2021 2020 2019	136% 134% 152% 146% 126% 115% 127%	10.32 6.65 15.23 12.44 10.05 6.90 7.00	8.83 7.60 4.96 10.00 8.50 8.00 6.00 5.50 4.00	100% 80% 70% Yes Yes No Yes	Top 5% Top 5% Top 15% Top 5% Top 5% Top 5% Top 5% Top 55% Top 25%	1 3		100%+ annual bonus each of last 5 yrs 7 President Clubs in last 10 years CDW \$3.2M / SHI \$2.4M / Optiv \$1M Home Depot \$2.2M / Slack \$1.8M Promoted to Sr. Sales Engineer CVS \$1.3M / Ford \$1.1M / BOA \$900K Citi \$2M / HBO \$1.5M / Wells Fargo \$1M Zoom \$850K / HackerRank \$600K
Last 5 yr ave Last 10 yr ave 2024 2023 2022 2021 2020 2019	136% 134% 152% 146% 126% 115% 127%	10.32 6.65 15.23 12.44 10.05 6.90 7.00	8.83 7.60 4.96 10.00 8.50 8.00 6.00 5.50 4.00	100% 80% 70% Yes Yes No Yes	Top 5% Top 5% Top 15% Top 5% Top 5% Top 5% Top 5% Top 55% Top 25%	1 3		100%+ annual bonus each of last 5 yrs 7 President Clubs in last 10 years CDW \$3.2M / SHI \$2.4M / Optiv \$1M Home Depot \$2.2M / Slack \$1.8M Promoted to Sr. Sales Engineer CVS \$1.3M / Ford \$1.1M / BOA \$900K Citi \$2M / HBO \$1.5M / Wells Fargo \$1M Zoom \$850K / HackerRank \$600K
Last 5 yr ave Last 10 yr ave 2024 2023 2022 2021 2020 2019 2018 2017	136% 134% 152% 146% 126% 115% 127% 105% 104%	10.32 6.65 15.23 12.44 10.05 6.90 7.00 4.20 2.60 5.50	8.83 7.60 4.96 10.00 8.50 8.00 6.00 5.50 4.00 2.50 3.00	100% 80% 70% Yes Yes No Yes No Yes	Top 5% Top 5% Top 15% Top 5% Top 5% Top 5% Top 5% Top 25% Top 25% Top 5%	1 3		100%+ annual bonus each of last 5 yrs 7 President Clubs in last 10 years CDW \$3.2M / SHI \$2.4M / Optiv \$1M Home Depot \$2.2M / Slack \$1.8M Promoted to Sr. Sales Engineer CVS \$1.3M / Ford \$1.1M / BOA \$900K Citi \$2M / HBO \$1.5M / Wells Fargo \$1M Zoom \$850K / HackerRank \$600K Received "Best SE Presentation" Award Top 5 SE out of 110 nationwide every qtr
Last 5 yr ave Last 10 yr ave 2024 2023 2022 2021 2020 2019 2018	136% 134% 152% 146% 126% 115% 127% 105%	10.32 6.65 15.23 12.44 10.05 6.90 7.00 4.20 2.60	8.83 7.60 4.96 10.00 8.50 8.00 6.00 5.50 4.00 2.50	100% 80% 70% Yes Yes No Yes No No	Top 5% Top 5% Top 15% Top 5% Top 5% Top 5% Top 5% Top 25% Top 25%	1 3		100%+ annual bonus each of last 5 yrs 7 President Clubs in last 10 years CDW \$3.2M / SHI \$2.4M / Optiv \$1M Home Depot \$2.2M / Slack \$1.8M Promoted to Sr. Sales Engineer CVS \$1.3M / Ford \$1.1M / BOA \$900K Citi \$2M / HBO \$1.5M / Wells Fargo \$1M Zoom \$850K / HackerRank \$600K Received "Best SE Presentation" Award
Last 5 yr ave Last 10 yr ave 2024 2023 2022 2021 2020 2019 2018 2017 2016	136% 134% 152% 146% 126% 115% 127% 105% 104% 183% 118%	10.32 6.65 15.23 12.44 10.05 6.90 7.00 4.20 2.60 5.50 1.30	8.83 7.60 4.96 10.00 8.50 8.00 6.00 5.50 4.00 2.50 3.00 1.10	100% 80% 70% Yes Yes No Yes No Yes No Yes Yes	Top 5% Top 5% Top 15% Top 5% Top 5% Top 5% Top 5% Top 25% Top 25% Top 5% Top 5%	1 3		100%+ annual bonus each of last 5 yrs 7 President Clubs in last 10 years CDW \$3.2M / SHI \$2.4M / Optiv \$1M Home Depot \$2.2M / Slack \$1.8M Promoted to Sr. Sales Engineer CVS \$1.3M / Ford \$1.1M / BOA \$900K Citi \$2M / HBO \$1.5M / Wells Fargo \$1M Zoom \$850K / HackerRank \$600K Received "Best SE Presentation" Award Top 5 SE out of 110 nationwide every qtr Awarded company trip
Last 5 yr ave Last 10 yr ave 2024 2023 2022 2021 2020 2019 2018 2017	136% 134% 152% 146% 126% 115% 127% 105% 104%	10.32 6.65 15.23 12.44 10.05 6.90 7.00 4.20 2.60 5.50	8.83 7.60 4.96 10.00 8.50 8.00 6.00 5.50 4.00 2.50 3.00	100% 80% 70% Yes Yes No Yes No Yes	Top 5% Top 5% Top 15% Top 5% Top 5% Top 5% Top 5% Top 25% Top 25% Top 5%	1 3		100%+ annual bonus each of last 5 yrs 7 President Clubs in last 10 years CDW \$3.2M / SHI \$2.4M / Optiv \$1M Home Depot \$2.2M / Slack \$1.8M Promoted to Sr. Sales Engineer CVS \$1.3M / Ford \$1.1M / BOA \$900K Citi \$2M / HBO \$1.5M / Wells Fargo \$1M Zoom \$850K / HackerRank \$600K Received "Best SE Presentation" Award Top 5 SE out of 110 nationwide every qtr
Last 5 yr ave Last 10 yr ave 2024 2023 2022 2021 2020 2019 2018 2017 2016 2015	136% 134% 152% 146% 126% 115% 105% 104% 183% 118% 125%	10.32 6.65 15.23 12.44 10.05 6.90 7.00 4.20 2.60 5.50 1.30 1.25	8.83 7.60 4.96 10.00 8.50 8.00 6.00 5.50 4.00 2.50 3.00 1.10	100% 80% 70% Yes Yes No No No Yes Yes Yes Yes	Top 5% Top 5% Top 15% Top 5% Top 5% Top 5% Top 5% Top 25% Top 25% Top 5% Top 5% Top 5% Top 5% Top 5%	1 3		100%+ annual bonus each of last 5 yrs 7 President Clubs in last 10 years CDW \$3.2M / SHI \$2.4M / Optiv \$1M Home Depot \$2.2M / Slack \$1.8M Promoted to Sr. Sales Engineer CVS \$1.3M / Ford \$1.1M / BOA \$900K Citi \$2M / HBO \$1.5M / Wells Fargo \$1M Zoom \$850K / HackerRank \$600K Received "Best SE Presentation" Award Top 5 SE out of 110 nationwide every qtr Awarded company trip Awarded SE Rookie of Year
Last 5 yr ave Last 10 yr ave 2024 2023 2022 2021 2020 2019 2018 2017 2016 2015 Year of	136% 134% 152% 146% 126% 115% 127% 105% 104% 183% 118%	10.32 6.65 15.23 12.44 10.05 6.90 7.00 4.20 2.60 5.50 1.30	8.83 7.60 4.96 10.00 8.50 8.00 6.00 5.50 4.00 2.50 3.00 1.10	100% 80% 70% Yes Yes No Yes No Yes No Yes Yes	Top 5% Top 5% Top 15% Top 5% Top 5% Top 5% Top 5% Top 25% Top 25% Top 5% Top 5% Top 5% Top 5% Top 5%	1 3		100%+ annual bonus each of last 5 yrs 7 President Clubs in last 10 years CDW \$3.2M / SHI \$2.4M / Optiv \$1M Home Depot \$2.2M / Slack \$1.8M Promoted to Sr. Sales Engineer CVS \$1.3M / Ford \$1.1M / BOA \$900K Citi \$2M / HBO \$1.5M / Wells Fargo \$1M Zoom \$850K / HackerRank \$600K Received "Best SE Presentation" Award Top 5 SE out of 110 nationwide every qtr Awarded company trip Awarded SE Rookie of Year My DocuSign certifies SE Sheet as accurate
Last 5 yr ave Last 10 yr ave 2024 2023 2022 2021 2020 2019 2018 2017 2016 2015 Year of Graduation	136% 134% 152% 146% 126% 115% 105% 104% 183% 118% 125% Degree?	10.32 6.65 15.23 12.44 10.05 6.90 7.00 4.20 2.60 5.50 1.30 1.25	8.83 7.60 4.96 10.00 8.50 8.00 6.00 5.50 4.00 2.50 3.00 1.10 1.00	100% 80% 70% Yes Yes No Yes No No Yes Yes Yes GPA	Top 5% Top 5% Top 15% Top 5% Top 5% Top 5% Top 25% Top 25% Top 5% Top 5% Top 5% Col	1 3 1 1 lege		100%+ annual bonus each of last 5 yrs 7 President Clubs in last 10 years CDW \$3.2M / SHI \$2.4M / Optiv \$1M Home Depot \$2.2M / Slack \$1.8M Promoted to Sr. Sales Engineer CVS \$1.3M / Ford \$1.1M / BOA \$900K Citi \$2M / HBO \$1.5M / Wells Fargo \$1M Zoom \$850K / HackerRank \$600K Received "Best SE Presentation" Award Top 5 SE out of 110 nationwide every qtr Awarded company trip Awarded SE Rookie of Year My DocuSign certifies SE Sheet as accurate DocuSigned by:
Last 5 yr ave Last 10 yr ave 2024 2023 2022 2021 2020 2019 2018 2017 2016 2015 Year of Graduation 2010	136% 134% 152% 146% 126% 115% 105% 104% 183% 118% 125% Degree?	10.32 6.65 15.23 12.44 10.05 6.90 7.00 4.20 2.60 5.50 1.30 1.25 Degree	8.83 7.60 4.96 10.00 8.50 8.00 6.00 5.50 4.00 2.50 3.00 1.10 1.00 Major	100% 80% 70% Yes Yes No No Yes Yes GPA 3.75	Top 5% Top 5% Top 15% Top 5% Top 5% Top 5% Top 5% Top 25% Top 25% Top 5% Top 5% Top 5% Coli	1 3 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		100%+ annual bonus each of last 5 yrs 7 President Clubs in last 10 years CDW \$3.2M / SHI \$2.4M / Optiv \$1M Home Depot \$2.2M / Slack \$1.8M Promoted to Sr. Sales Engineer CVS \$1.3M / Ford \$1.1M / BOA \$900K Citi \$2M / HBO \$1.5M / Wells Fargo \$1M Zoom \$850K / HackerRank \$600K Received "Best SE Presentation" Award Top 5 SE out of 110 nationwide every qtr Awarded company trip Awarded SE Rookie of Year My DocuSign certifies SE Sheet as accurate
Last 5 yr ave Last 10 yr ave 2024 2023 2022 2021 2020 2019 2018 2017 2016 2015 Year of Graduation 2010 2004	136% 134% 152% 146% 126% 115% 105% 104% 183% 118% 125% Degree?	10.32 6.65 15.23 12.44 10.05 6.90 7.00 4.20 2.60 5.50 1.30 1.25 Degree	8.83 7.60 4.96 10.00 8.50 8.00 6.00 5.50 4.00 2.50 3.00 1.10 1.00 Major	100% 80% 70% Yes Yes No No No Yes Yes Yes GPA	Top 5% Top 5% Top 15% Top 5% Top 5% Top 5% Top 5% Top 25% Top 25% Top 5% Top 5% Top 5% Coll Univ of CACAL	1 3 1 1 lege		100%+ annual bonus each of last 5 yrs 7 President Clubs in last 10 years CDW \$3.2M / SHI \$2.4M / Optiv \$1M Home Depot \$2.2M / Slack \$1.8M Promoted to Sr. Sales Engineer CVS \$1.3M / Ford \$1.1M / BOA \$900K Citi \$2M / HBO \$1.5M / Wells Fargo \$1M Zoom \$850K / HackerRank \$600K Received "Best SE Presentation" Award Top 5 SE out of 110 nationwide every qtr Awarded company trip Awarded SE Rookie of Year My DocuSign certifies SE Sheet as accurate DocuSigned by: