
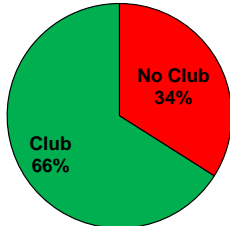
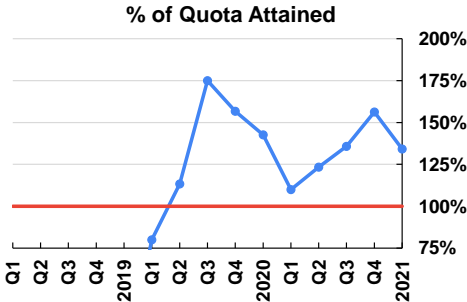


<b>REP SHEET</b> <b>Name</b> Jen Daly <b>Job Title</b> Mid-Market Inside Sales Rep <b>Company</b> FireEye <b>Phone</b> (650) 269 - 1234 <b>Email</b> jen.daly@gmail.com <b>LinkedIn</b> linkedin/in/jendaly				 Numbers of: <b>Jen Daly</b> 2022 <b>GOLD</b>		<b>GOLD</b> = Top 5% Talent <b>SILVER</b> = Top 15% Talent <b>BRONZE</b> = Top 25% Talent  Gold based on: 1) Annual Numbers on Sales Resume 2) President Clubs / Awards / Promotions 3) Length of Jobs / Quality of Companies				
<b>Objective</b>		<b>Position Wanted</b>		<b>Industry</b>		<b>Company Size</b>		<b>Location (City, State or Area)</b>		
To obtain:		Enterprise ISR		CyberSecurity		Pre-IPO Start-up		San Francisco, CA		
<b>Years</b>		<b>Years</b>		<b>Years</b>						
3 TOTAL Sales Experience		2 "Closing" Experience				Software				
OUTSIDE		3 Hunter				Hardware				
3 INSIDE		Farmer		3		SaaS				
2 Total (Carrying Quota)		VP or above (people)				CyberSecurity				
Enterprise (Global 2000)		Director (people)				Big Data / Analytics				
1 Mid-Market		Manager (people)				Artificial Intelligence / Machine Learning				
1 SMB (< 500 employees)		3 Individual Contributor				E-commerce				
						FinTech				
						Other				
<b>Number of Companies Worked</b>			<b>1.5 Years Average</b>			<b>Why Left Each Company? (brief reason)</b>				
1 Company last year			2 Currently: FireEye			Like job but just looking around				
2 Companies last 2 years			1 Last Company: Okta			Recruited out by former boss with promotion				
2 Companies last 3 years										
<b>\$M</b>	<b>Annual</b>			<b>President Club</b>	<b>Top Talent</b>	<b>Promotion</b>	<b>Achievements</b>			
	<b>% of Quota</b>	<b>Attained</b>	<b>Quota</b>							
Last 3 yr ave	136%	1.52	1.12	66%	Top 5%	2	100%+ annual quota: 2 of last 3 years			
<b>2021</b>	<b>134%</b>	<b>3.49</b>	<b>2.60</b>	<b>Yes</b>	<b>Top 5%</b>	<b>1</b>	<b>2 President Clubs last 3 Years</b> 			
Q4 '21	156%	1.25	0.80		Top 5%					
Q3 '21	136%	0.95	0.70		Top 5%		<b>% of Quota Attained</b> 			
Q2 '21	123%	0.74	0.60		Top 5%					
Q1 '21	110%	0.55	0.50		Top 15%	1				
<b>2020</b>	<b>143%</b>	<b>1.07</b>	<b>0.75</b>	<b>Yes</b>	<b>Top 5%</b>	<b>1</b>				
Q4 '20	157%	0.47	0.30		Top 5%					
Q3 '20	175%	0.35	0.20		Top 5%					
Q2 '20	113%	0.17	0.15		Top 15%					
Q1 '20	80%	0.08	0.10		Top 25%	1				
<b>2019</b>	<b>0%</b>	<b>0.00</b>	<b>0.00</b>	<b>No</b>	<b>Top 5%</b>	<b>0</b>				
Q4 '19	0%	None	None		Top 5%					
Q3 '19	0%	None	None		Top 5%					
Q2 '19	0%	None	None		Top 15%					
Q1 '19	0%	None	None		Top 25%					
<b>Year of Graduation</b>	<b>Degree?</b>	<b>Degree</b>	<b>Major</b>	<b>D1,D2,D3 Athlete</b>	<b>College</b>		My DocuSign certifies Rep Sheet as accurate			
2002	Yes	BA	Business	D1 hoops	St. Mary's College		DocuSigned by: <i>Jennifer Daly</i> 11/26/2021 42AAD6C6639A409...			

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