




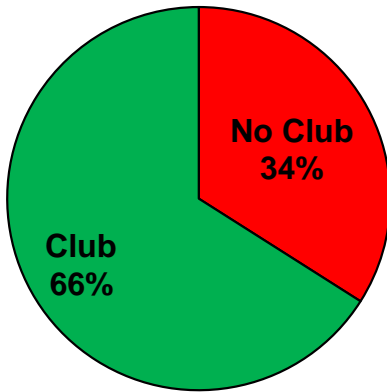
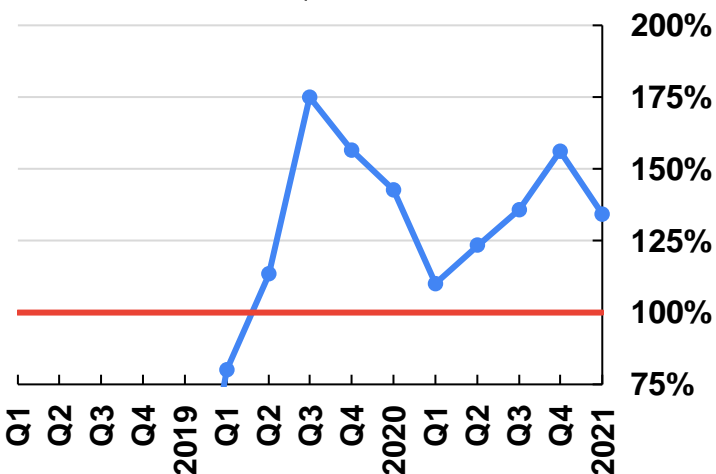


REP SHEET				 2022 Numbers of: Colin Hillberg BRONZE Certified 				 Black Tiger = Top 5% Talent  Golden Tiger = Top 15% Talent  White Tiger = Top 25% Talent Rep Sheet certified #s based on W2s / stack ranking data GOLD = Last 3 years certified as accurate SILVER = Last 2 years certified as accurate BRONZE = Last 1 year certified as accurate			
Name	Colin Hillberg										
Job Title	Mid-Market Inside Sales Rep										
Company	FireEye										
Phone	(650) 269 - 1234										
Email	colin.hillberg@gmail.com										
LinkedIn	linkedin/in/colinhillberg										
Objective	Position Wanted	Industry	Company Size	Location (City, State or Area)							
To obtain:	Enterprise ISR	CyberSecurity	Pre-IPO Start-up	San Francisco, CA							
Years	3 TOTAL Sales Experience			Years	2 "Closing" Experience						
	OUTSIDE				3 Hunter			Software			
	3 INSIDE				Farmer			Hardware			
	2 Total (Carrying Quota)				VP or above (people)			SaaS			
	Enterprise (Global 2000)				Director (people)			3 CyberSecurity			
	1 Mid-Market				Manager (people)			Big Data / Analytics			
	1 SMB (< 500 employees)				3 Individual Contributor			Artificial Intelligence / Machine Learning			
								E-commerce			
								FinTech			
								Other			
Number of Companies Worked				1.5 Years Average				Why Left Each Company? (brief reason)			
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 w promotion			
2 Companies last 3 years											
\$M	Annual			Club	Company Rank	Base/OTE \$K	W2s \$K	Achievements			
	% of Quota	Attained	Quota								
Last 3 yr ave	136%	1.52	1.12	66%	#2 of 47	60 / 95	131	100%+ annual quota: 2 of last 3 years			
2021	134%	3.49	2.60	Yes	#3 of 64	70 / 140	172	2 President Clubs last 3 Years  % of Quota Attained 			
Q4 '21	156%	1.25	0.80								
Q3 '21	136%	0.95	0.70								
Q2 '21	123%	0.74	0.60								
Q1 '21	110%	0.55	0.50								
2020	143%	1.07	0.75	Yes	#2 of 51	60 / 120	145				
Q4 '20	157%	0.47	0.30								
Q3 '20	175%	0.35	0.20								
Q2 '20	113%	0.17	0.15								
Q1 '20	80%	0.08	0.10								
2019	0%	0.00	0.00	No	#1 of 26	50 / 25	75				
Q4 '19	0%	None	None								
Q3 '19	0%	None	None								
Q2 '19	0%	None	None								
Q1 '19	0%	None	None								
Year of Graduation	Degree?	Degree	Major	D1,D2,D3 Athlete	College						
2002	Yes	BA	Business	No	San Jose State						
REP SHEET: One-page, Numerical, Standardized & Certified									My DocuSign certifies Rep Sheet as accurate Colin Hillberg 12/23/2021 Rep Sheet Founder 12/23/2021		