




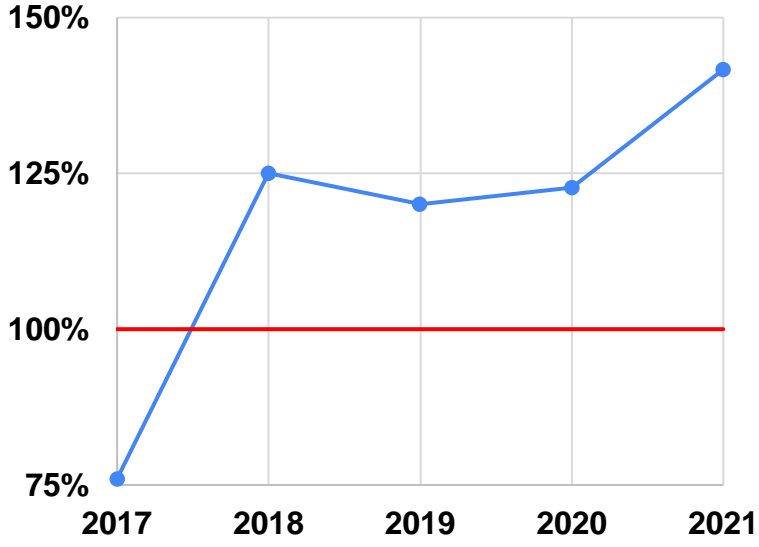
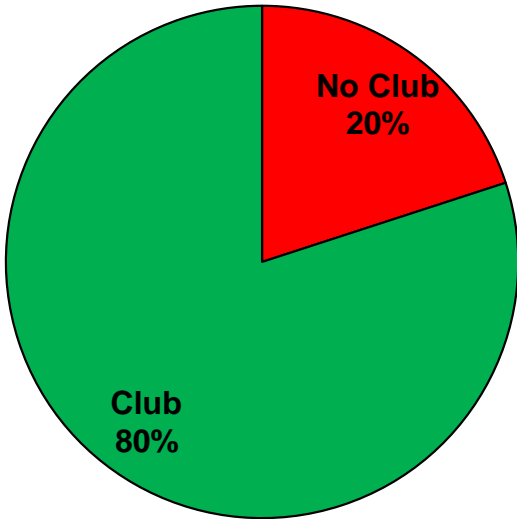
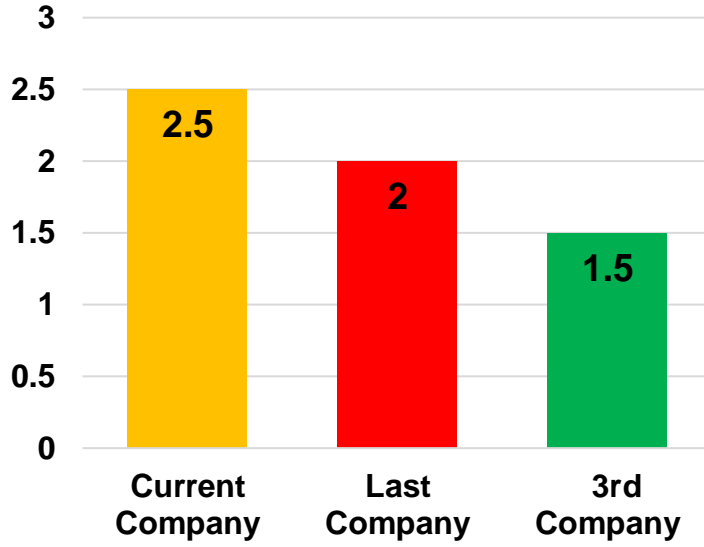


REP SHEET				 2022 Numbers of: John Mabry SILVER Certified 		 Black Tiger = Top 5% Talent  Golden Tiger = Top 15% Talent  White Tiger = Top 25% Talent Rep Sheet certified #s based on W2s / stack ranking data GOLD = Last 5 years certified as accurate SILVER = Last 3 years certified as accurate BRONZE = Last 1 year certified as accurate		
Name	John Mabry							
Job Title	Inside Sales Rep							
Company	DarkTrace							
Phone	(408) 212 - 5124							
Email	john.mabry@gmail.com							
LinkedIn	linkedin/in/johnmabry							
Objective	Position Wanted	Industry	Company Size	Location (City, State or Area)				
To obtain:	Enterprise ISR	CyberSecurity	Pre-IPO Start-up	San Francisco, CA				
Years	Years	Years						
4.5 TOTAL Sales Experience	4 "Closing" Experience		Software					
			0.5 Hardware					
OUTSIDE	4.5 Hunter		SaaS					
4.5 INSIDE	Farmer		4 CyberSecurity					
			Big Data / Analytics					
4 Total (Carrying Quota)	VP or above (people)		Artificial Intelligence / Machine Learning					
0.5 Enterprise (Global 2000)	Director (people)		E-commerce					
2.5 Mid-Market	Manager (people)		FinTech					
1 SMB (< 500 employees)	4.5 Individual Contributor		Other					
Number of Companies Worked	2.0 Years Average	Why Left Each Company? (brief reason)						
1 Company last year	2.5 Currently: DarkTrace	Like job but just looking around						
2 Companies last 3 years	2.0 Last Company: CrowdStrike	Recruited out by former boss with raise						
3 Companies last 5 years	1.5 3rd Company: HP	Promoted to ISR at new company with raise						
% of Annual Quota Attained 		4 President Clubs last 5 Years 		Years Worked last 3 Companies 				
\$M	Annual			Club	Company Rank	Base/OTE \$K	W2s \$K	Achievements / Big Wins (Company \$K)
	% of Quota	Attained	Quota					
Last 3 yr ave	129%	0.71	0.55	100%	#3 of 53	70 / 140	170	100%+ annual quota: 3 of last 3 years
Last 5 yr ave	122%	0.54	0.44	80%	#5 of 55	65 / 130	152	100%+ annual quota: 4 of last 5 years
2021	142%	0.85	0.60	Yes	#1 of 68	75 / 150	195	Promoted to Enterprise ISR
2020	123%	0.68	0.55	Yes	#3 of 55	70 / 140	171	#3 Mid-Market ISR out of 55 on team
2019	120%	0.60	0.50	Yes	#4 of 35	65 / 130	145	#4 ISR out of 35 ISRs on team
2018	125%	0.38	0.30	Yes	#5 of 74	65 / 130	155	Promoted to Mid-Market ISR in 1 Year
2017	76%	0.19	0.25	No	#11 of 44	60 / 120	92	SumoLogic \$55K / IMS \$35K
Year of Graduation	Degree?	Degree	Major	D1,D2,D3 Athlete	College			
2015	Yes	BA	Business	D1 Track	UCSF			
My DocuSign certifies Rep Sheet as accurate DocuSigned by: John Mabry 12/23/2021 42AAD6C6839A409... DocuSigned by: Rep Sheet Founder 12/23/2021 Mark Stevenson 7990E511B95641C...								REP SHEET: One-page, Numerical, Standardized & Certified