
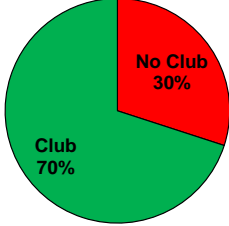
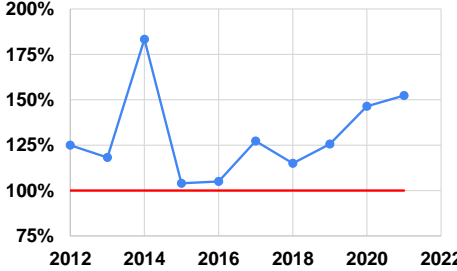



REP SHEET							GOLD = Top 5% Talent SILVER = Top 15% Talent BRONZE = Top 25% Talent	
Name	Joe Smith			Numbers of: Joe Smith 2022 GOLD			Gold based on: 1) Annual Numbers on Sales Resume 2) President Clubs / Awards / Promotions 3) Length of Jobs / Quality of Companies	
Job Title	Sales Manager, Enterprise Sales							
Company	Palo Alto Networks							
Phone	(650) 269 - 5124							
Email	joe.smith@gmail.com							
LinkedIn	linkedin.com/in/joesmith							
Objective	Position Wanted	Industry	Company Size	Location (City, State or Area)				
To obtain:	Enterprise Sales Director	CyberSecurity	Pre-IPO Start-up	Bay Area, CA				
Years	Years	Years						
15 TOTAL Sales Experience	13 "Closing" Experience	11 Software						
10 OUTSIDE	15 Hunter	11 Hardware						
5 INSIDE	Farmer	4 CyberSecurity						
15 Total (Carrying Quota)	VP or above (people)	Artificial Intelligence / Machine Learning						
10 Enterprise (Global 2000)	Director (people)	E-commerce						
3 Mid-Market	3 Manager (people)	FinTech						
2 SMB (< 500 employees)	12 Individual Contributor	Other						
Number of Companies Worked	3.6 Years Average	Why Left Each Company? (brief reason)						
1 Company last 3 years	5 Currently: PA Networks	Like job but just looking around						
1 Company last 5 years	3.5 Last Company: F5	Product not ready yet						
3 Companies last 10 years	3 3rd Company: Seagate	Company got acquired						
	4.5 4th Company: Juniper	Recruited out by former boss						
	2 5th Company: Cisco	Recruited out by recruiter with raise						
\$M	Annual			President Club	Top Talent	Promotion	Achievements	
	% of Quota	Attained	Quota					
Last 3 yr ave	142%	12.57	8.83	100%	Top 5%	1	100%+ annual quota: 3 of last 3 years	
Last 5 yr ave	136%	10.32	7.60	80%	Top 5%	1	100%+ annual quota: 5 of last 5 years	
Last 10 yr ave	134%	6.65	4.96	70%	Top 15%	3	100%+ annual quota: 10 of last 10 years	
2021	152%	15.23	10.00	Yes	Top 5%		7 President Clubs last 10 Years 	
2020	146%	12.44	8.50	Yes	Top 5%			
2019	126%	10.05	8.00	Yes	Top 5%	1		
2018	115%	6.90	6.00	No	Top 15%			
2017	127%	7.00	5.50	Yes	Top 5%			
2016	105%	4.20	4.00	No	Top 25%	1	% of Annual Quota Attained 	
2015	104%	2.60	2.50	No	Top 25%			
2014	183%	5.50	3.00	Yes	Top 5%			
2013	118%	1.30	1.10	Yes	Top 5%	1		
2012	125%	1.25	1.00	Yes	Top 5%			
Year of Graduation	Degree?	Degree	Major	D1,D2,D3 Athlete	College			
2002	Yes	BA	Business	D1 hoops	St. Mary's College			
REP SHEET: One-page, Numerical, Standardized & Certified								My DocuSign certifies Rep Sheet as accurate DocuSigned by:  42AAD8C6639A409...
							11/26/2021	