
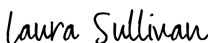


SE SHEET				 Numbers of: Laura Sullivan 2022 GOLD			GOLD = Top 5% Talent SILVER = Top 15% Talent BRONZE = Top 25% Talent	
Name	Laura Sullivan						Gold based on:	
Job Title	Sr Sales Engineer						1) Annual Numbers on Sales Resume	
Company	Palo Alto Networks						2) President Clubs / Awards / Promotions	
Phone	(650) 269 - 5124						3) Length of Jobs / Quality of Companies	
Email	laura.sullivan@gmail.com							
LinkedIn	linkedin/in/laurasullivan							
Objective	Position Wanted	Industry	Company Size	Location (City, State or Area)				
To obtain:	SE Manager	CyberSecurity	Pre-IPO Start-up	Bay Area, CA				
Years	Years	Years	Subject Matter Expert					
15 TOTAL SE Experience	10 "Closing" Experience	8	CyberSecurity					
10 OUTSIDE Sales SE	12 PRE-Sales SE	5	Mobile Test Automation					
5 INSIDE Sales SE	3 POST-Sales SE	2	SOA Mgmt					
			Licenses & Certifications					
15 "Presenting" Experience	SE VP (people)	5	CCIE Security					
5 C-Level	SE Director (people)	5	CCIE Data Center					
7 VP / Director level	SE Manager (people)	4	CloudTest Certified Specialist					
10 Manager level	15 Sales Engineer	1	ITIL (v2)					
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 Team Quota			President Club	Top Talent	Promotion	Achievements	
	% of Quota	Attained	Quota					
Last 3 yr ave	142%	12.57	8.83	100%	Top 5%	1	Promoted to Sr SE in 2018	
Last 5 yr ave	136%	10.32	7.60	80%	Top 5%	1	100%+ annual bonus each of last 5 yrs	
Last 10 yr ave	134%	6.65	4.96	70%	Top 15%	3	7 President Clubs in last 10 years	
2021	152%	15.23	10.00	Yes	Top 5%		CDW \$3.2M / SHI \$2.4M / Optiv \$1M	
2020	146%	12.44	8.50	Yes	Top 5%		Home Depot \$2.2M / Slack \$1.8M	
2019	126%	10.05	8.00	Yes	Top 5%	1	Promoted to Sr. Sales Engineer	
2018	115%	6.90	6.00	No	Top 15%		CVS \$1.3M / Ford \$1.1M / BOA \$900K	
2017	127%	7.00	5.50	Yes	Top 5%		Citi \$2M / HBO \$1.5M / Wells Fargo \$1M	
2016	105%	4.20	4.00	No	Top 25%	1	Zoom \$850K / HackerRank \$600K	
2015	104%	2.60	2.50	No	Top 25%		Named 2013 SE "Best Presentation" Award	
2014	183%	5.50	3.00	Yes	Top 5%		Top 5 SE out of 110 nationwide every qtr	
2013	118%	1.30	1.10	Yes	Top 5%	1	Awarded company trip	
2012	125%	1.25	1.00	Yes	Top 5%		Awarded SE Rookie of Year	
Year of Graduation	Degree?	Degree	Major	GPA	College		My DocuSign certifies SE Sheet as accurate DocuSigned by:  11/30/2021 42AAD6C6639A409...	
2008	Yes	MS	EE	3.75	Univ of CA, Berkeley			
2002	Yes	BS	EE	3.9	Cal Poly			
SE SHEET: One-page, Numerical, Standardized & Certified								