

W2 REP SHEET

Name

Job Title

Company

Phone

Email

LinkedIn

Account Executive

Open to Work

@gmail.com

https://www.linkedin.com/in/

Rep Sheet.

2023 Numbers of:

Black Tiger

GOLD

Black Tiger = Top 5% Talent

GOLD = Last 5 years of W2s certified

Black Tiger = Top 5% Talent

Gold Tiger = Top 15% Talent

White Tiger = Top 25% Talent

Rep Sheet LLC has certified the W2s in green

GOLD = Last 5 years of W2s certified as accurate

SILVER = Last 3 years of W2s certified as accurate

BRONZE = Last 1 year of W2s certified as accurate

Objective

Position Wanted

Industry

Company Size

Location (City, State or Area)

To obtain:

Account Manager / AE

Technology

Any

Years

8

TOTAL Sales Experience

Years

6

"Closing" Experience

Years

8

Software

2

OUTSIDE

2

Hunter

8

SaaS

6

INSIDE

6

Farmer

8

CyberSecurity

8

Total (Carrying Quota)

3

Enterprise (Global 2000)

4

Mid-Market

1

SMB (< 500 employees)

VP or above (people)

Director (people)

Manager (people)

8

Individual Contributor

Artificial Intelligence / Machine Learning

E-commerce

FinTech

Other

Number of Companies Worked

0

Companies last year

1

Company last 3 years

2

Companies last 5 years

4

Years Average

3

Last Company:

5

2nd Company:

Why Left Each Company? (brief reason)

Laid off in 2023

Acquired by

% of Annual Quota Attained

175%

150%

125%

100%

75%

2019

2020

2021

2022

2023

Certified W2s last 5 years (\$K)

350

300

250

200

150

100

50

0

2019

2020

2021

2022

Years Worked last 2 Companies

6

5

4

3

2

1

0

Last Company

2nd Company

\$M	Annual			Club	Company Rank	Base/OTE \$K	W2s \$K	Achievements / Big Wins (Company \$K)
	% of Quota	Attained	Quota					
Last 3 yr ave	145%	2.18	1.5	NA	NA	95 / 190	277	100%+ annual quota: 2 of last 3 years
Last 5 yr ave	145%	1.68	1.16	NA	NA	88 / 175	253	100%+ annual quota: 4 of last 5 years
2023		NA	NA	NA	NA	NA	NA	
2022	152%	2.43	1.6	NA	NA	100 / 200	304	(\$1.5M deal), (\$730K deal)
2021	138%	1.93	1.4	NA	NA	90 / 180	249	Earned \$69K above OTE
2020	125%	1.13	0.9	NA	NA	90 / 180	226	\$20K raise & earned \$46K above OTE
2019	165%	1.24	0.75	Yes	#1	70 / 140	232	Earned \$92K above OTE
Year of Graduation	Degree?	Degree	Major	D1,D2,D3 Athlete	College	My DocuSign certifies W2 Rep Sheet as accurate		
20	No	BA	Business		University	DocuSigned by: Candidate 7/16/2024 DocuSigned by: Mark Stevenson Rep Sheet Founder 7/16/2024		

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

- 2023 - 5 Year Rep Sheet - W2s

RepSheet.ai

Rep Sheet Patent - D968510