

W2 REP SHEET

Name

Job Title

Company

Phone

Email

LinkedIn

Enterprise Account Exec

Rep Sheet

2024 Numbers of:

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:

Enterprise Sales Hunter

Tech / SaaS

Pre-IPO

or remote

Years

12

TOTAL Sales Experience

OUTSIDE

12

INSIDE

12

Total (Carrying Quota)

6

Enterprise (Global 2000)

4

Mid-Market

2

SMB (< 500 employees)

Years

12

"Closing" Experience

12

Hunter

Farmer

VP or above (people)

Director (people)

Manager (people)

12

Individual Contributor

Years

12

Software

Hardware

SaaS

CyberSecurity

Big Data / Analytics

Artificial Intelligence / Machine Learning

E-commerce

FinTech

Other

Number of Companies Worked

1

Company last 3 years

1

Company last 5 years

3

Companies last 10 years

2.9

Years Average

6.8

Currently:

2.3

Last Company:

2.5

3rd Company:

0.5

4th Company:

2.5

5th Company:

Why Left Each Company? (brief reason)

Currently happy but capable of much more

acquired by for

Recruited out by former boss with raise

Wanted to get into tech sales

Wanted to get into sales

\$M

Annual

% of Quota

Attained

Quota

Club

Top Talent

Base/OTE \$K

W2s \$K

Achievements

Last 3 yr ave

211%

4.36

2.07

100%

Top 5%

141 / 282

922

100%+ annual quota: 3 of last 3 years

Last 5 yr ave

235%

4.14

1.76

100%

Top 5%

129 / 257

930

100%+ annual quota: 5 of last 5 years

Last 10 yr ave

258%

3.73

1.45

90%

Top 5%

107 / 214

100%+ annual quota: 10 of last 10 years

2024

198%

4.75

2.4

Yes

Top 5%

164 / 327

708

9 President Clubs last 10 Years

No Club

10%

Club

90%

2023

217%

4.34

2

Yes

Top 5%

140 / 280

921

2022

221%

3.98

1.8

Yes

Top 5%

120 / 240

1,136

2021

301%

3.91

1.3

Yes

Top 5%

110 / 220

1,019

2020

286%

3.72

1.3

Yes

Top 5%

110 / 220

865

2019

425%

3.61

0.85

Yes

Top 5%

90 / 180

658

% of Annual Quota Attained

425%

375%

325%

275%

225%

175%

125%

75%

2015

2017

2019

2021

2023

2025

2018

332%

2.82

0.85

Yes

Top 5%

90 / 180

2017

176%

3.7

2.1

Yes

Top 5%

88 / 175

2016

331%

3.64

1.1

No

Top 5%

83 / 165

2015

375%

2.81

0.75

Yes

Top 5%

75 / 150

Year of Graduation

Degree?

Degree

Major

D1,D2,D3 Athlete

College

20

Yes

D1

Univ of

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

My DocuSign certifies W2 Rep Sheet as accurate

Signed by:

Candidate

12/31/2024

Signed by:

Rep Sheet Founder

12/31/2024