

W2 REP SHEET

Name

Job Title

Company

Phone

Email

LinkedIn

Enterprise AE

@gmail.com

linkedin.com/in/

Rep Sheet

2024 Numbers of:

Black Tiger = Top 5% Talent

GOLD = Last 5 years of W2s certified

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 Account Exec

SaaS / Open

Open

Bay Area, CA or Remote

Years

18

TOTAL Sales Experience

Years

16

"Closing" Experience

Years

13

SaaS

12

OUTSIDE

4

Hunter

6

INSIDE

14

Farmer

18

Total (Carrying Quota)

VP or above (people)

12

Enterprise (Global 2000)

Director (people)

4

Mid-Market

Manager (people)

2

SMB (< 500 employees)

18

Individual Contributor

5

Other

Number of Companies Worked

3.5

Years Average

1

Company last 3 years

3

Last Company:

0.8

2nd Company:

3

Companies last 5 years

9.5

3rd Company:

3.5

4th Company:

0.8

5th Company:

Why Left Each Company? (brief reason)

C-level team let entire enterprise team go

Former boss left

Recruited out by former boss

Wanted to move into tech sales

Recruited out by former boss

\$M

Annual

% of Quota

Attained

Quota

Club

Company Rank

Base/OTE \$K

W2s \$K

Achievements

Last 3 yr ave

100%

1.02

1.02

0%

Top 5%

137 / 273

249

100%+ annual quota: 1 of last 3 years

Last 5 yr ave

100%

3.40

3.40

0%

Top 10%

129 / 267

297

100%+ annual quota: 2 of last 5 years

Last 10 yr ave

124%

8.72

7.03

40%

Top 8%

114 / 238

300

100%+ annual quota: 7 of last 10 years

2024

97%

1.66

1.72

No

Top 5%

140 / 280

235

2023

121%

0.39

0.32

No

Top 5%

140 / 280

272

2022

NA

NA

NA

NA

130 / 260

241

2021

114%

5.96

5.22

No

Top 5%

120 / 260

347

2020

88%

5.58

6.33

No

Top 25%

115 / 255

391

4 President Clubs last 10 Years

Club 40%

No Club 60%

2019

128%

23.94

18.65

Yes

Top 5%

110 / 250

339

2018

139%

25.00

18.02

Yes

Top 5%

105 / 245

464

2017

139%

8.69

6.26

Yes

Top 5%

100 / 210

339

2016

112%

3.83

3.41

Yes

Top 5%

95 / 175

183

2015

103%

3.42

3.33

No

Top 10%

85 / 165

191

% of Annual Quota Attained

150%

125%

100%

75%

2015

2017

2019

2021

2023

2025

Year of Graduation

Degree?

Degree

Major

D1,D2,D3 Athlete

College

20

Yes

BA

Finance

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

My DocuSign certifies W2 Rep Sheet as accurate

Signed by:

Candidate

8/6/2025

Signed by:

Rep Sheet Founder

8/6/2025

- 2024 - 10 Year Rep Sheet - W2s

RepSheet.ai

W2 Sheet Patent - D1039600