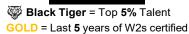


linkedin.com/in

LinkedIn

A Rep Sheet,

2024 Numbers of:







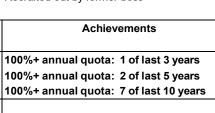
Rep Sheet LLC has certified the W2s in green

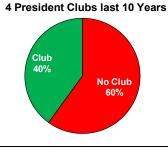
GOLD = Last 5 years of W2s certified as accurate SILVER = Last 3 years of W2s certified as accurate BRONZE = Last 1 year of W2s certified as accurate

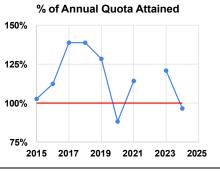
Objective	Position Wanted	Industry	Company Size		Location (City, State or Area)
To obtain:	Enterprise Account Exec	SaaS / Oper	n Open		Bay Area, CA or Remote
Years		Years		Years	
18	TOTAL Sales Experience	16	"Closing" Experience		Software
					Hardware
12	OUTSIDE	4	Hunter	13	SaaS
6	INSIDE	14	Farmer		CyberSecurity
					Big Data / Analytics
18	Total (Carrying Quota)		VP or above (people)		Artificial Intelligence / Machine Learning
12	Enterprise (Global 2000)		Director (people)		E-commerce
4	Mid-Market		Manager (people)		FinTech
2	SMB (< 500 employees)	18	Individual Contributor	5	Other
Number	of Companies Worked	3.5	Years Average	,	Why Left Each Company? (brief reason)
1	Company last 3 years	3	Last Company:		C-level team let entire enterprise team go

Number	of Companies Worked	3.5	Years Average	Why Left Each Company? (brid
1	Company last 3 years	3	Last Company:	C-level team let entire enterprise
		0.8	2nd Company:	Former boss left
3	Companies last 5 years	9.5	3rd Company:	Recruited out by former boss
		3.5	4th Company:	Wanted to move into tech sales
3	Companies last 10 years	0.8	5th Company:	Recruited out by former boss

Base/OTE \$M **Annual** Club Company W2s % of Quota **Attained** Quota Rank \$K \$K 100% 0% 137 / 273 Last 3 yr ave 1.02 1.02 **Top 5%** 249 Last 5 yr ave 100% 3.40 3.40 0% **Top 10%** 129 / 267 297 Last 10 yr ave 124% 8.72 7.03 40% **Top 8%** 114 / 238 300 2024 97% 1.66 235 1.72 No Top 5% 140 / 280 2023 121% 0.39 0.32 **Top 5%** 140 / 280 272 No 2022 241 NA NA NA NA 130 / 260 2021 5.22 114% 5.96 No **Top 5%** 120 / 260 347 6.33 2020 88% 5.58 No Top 25% 115 / 255 391 2019 23.94 128% 18.65 Yes 110 / 250 339 Top 5% 150% 2018 25.00 18.02 464 139% Yes **Top 5%** 105 / 245 125% 2017 139% 8.69 6.26 Yes Top 5% 100 / 210 339 100% 2016 112% 3.83 3.41 183 Yes **Top 5%** 95 / 175 2015 103% 3.42 3.33 85 / 165 191 No **Top 10%** Year of Degree? Degree Major D1,D2,D3 College Graduation **Athlete**







My DocuSign certifies W2 Rep Sheet as accurate	
Candidate	
8/6/2025	
Rep Sheet Founder	
Mark Stevenson 8/6/2025	

20