

W2 REP SHEET

Name

Job Title

Company

Phone

Email

LinkedIn

Enterprise Sales Rep

Rep Sheet.

2022 Numbers of:

Gold Tiger

GOLD

= Top 15% Talent

= Last 5 years of W2s certified

Black Tiger

Gold Tiger

White Tiger

= Top 5% Talent

= Top 15% Talent

= 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

Technology

or Remote

Years

7

TOTAL Sales Experience

Years

5

"Closing" Experience

Years

3

Software

1

OUTSIDE

7

Hunter

Hardware

6

INSIDE

Farmer

SaaS

5

Total (Carrying Quota)

VP or above (people)

1

Enterprise (Global 2000)

Director (people)

2

Mid-Market

Manager (people)

2

SMB (< 500 employees)

7

Individual Contributor

2

CyberSecurity

1

Big Data / Analytics

Artificial Intelligence / Machine Learning

E-commerce

FinTech

1

Other = Media

Number of Companies Worked

1

Company last year

2

Companies last 3 years

4

Companies last 5 years

1.5

Years Average

1

Last Company:

2.5

2nd Company:

1

3rd Company:

Why Left Each Company? (brief reason)

10% reps & mgrs downsized /

Relocated to for family reasons

was acquired by

% of Annual Quota Attained

170%

145%

120%

95%

70%

2019

2020

2021

2022

2 President Clubs last 5 Years

Club 40%

No Club 60%

Years Worked last 3 Companies

3

2.5

1

1

Last Company

2nd Company

3rd Company

\$M	Annual			Club	Top Talent	Base/OTE \$K	W2s \$K	Achievements / Big Wins (Company \$K)
	% of Quota	Attained	Quota					
Last 3 yr ave	93%	1.26	1.35	33%	Top 15%	120 / 240	214	100%+ annual quota: 1 of last 3 years
Last 5 yr ave	109%	1.43	1.31	40%	Top 10%	98 / 192	192	100%+ annual quota: 3 of last 5 years
2022	72%	0.61	0.84	No	Top 25%	120 / 240	173	(\$1.6M), (\$250K)
2021	87%	1.39	1.6	No	Top 15%	120 / 240	219	#1 rep mid-market team Q2/Q3, 219K certified
2020	111%	1.78	1.6	Yes	Top 5%	120 / 240	250	President Club awards '19 & '20 & promoted
2019	160%	1.92	1.2	Yes	Top 5%	70 / 140	212	Q2=117%, Q3=168%, Q4=194% Top Award
2018	NA	NA	NA	NA	Top 5%	60 / 100	105	#1 SDR in at & promoted
Year of Graduation	Degree?	Degree	Major	D1,D2,D3 Athlete	College	My DocuSign certifies W2 Rep Sheet as accurate		
20	Yes	BA	Communications	D1		Candidate 2/2/2024 DocuSigned by: Mark Stevenson Rep Sheet Founder 2/1/2024		

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