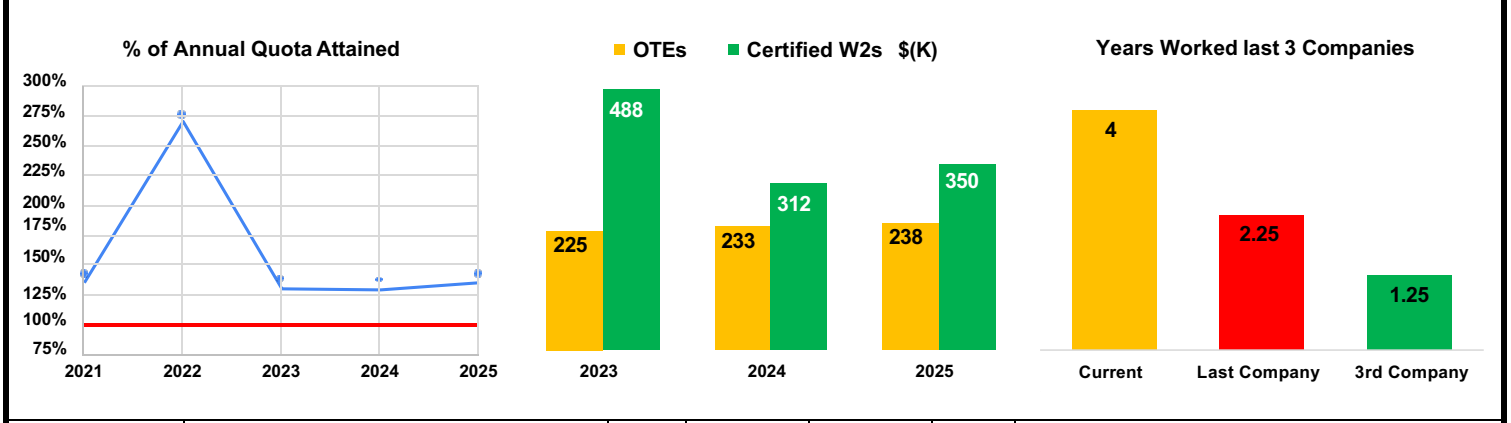


| | | |
|--|--|---|
| <p>W2 REP SHEET</p> <p>Name [REDACTED]</p> <p>Job Title Enterprise Account Executive</p> <p>Company [REDACTED]</p> <p>Phone [REDACTED]</p> <p>Email [REDACTED]@gmail.com</p> <p>LinkedIn linkedin.com/in/[REDACTED]</p> | <p>2025 Numbers of:</p> <p>GOLD TIGER = Top 11% Talent</p> <p>SILVER = Last 3 years of W2s certified</p> | <div style="display: flex; justify-content: space-between;"> <div> <p> Black Tiger = Top 5% Talent</p> <p> Gold Tiger = Top 15% Talent</p> <p> White Tiger = Top 25% Talent</p> </div> </div> <p>Rep Sheet LLC has certified the W2s in green</p> <p>GOLD = Last 5 years of W2s certified as accurate</p> <p>SILVER = Last 3 years of W2s certified as accurate</p> <p>BRONZE = Last 1 year of W2s certified as accurate</p> |
|--|--|---|

| Objective | Position Wanted | Industry | Company Size | Location (City, State or Area) |
|------------|------------------------|----------|--------------|--------------------------------|
| To obtain: | Enterprise Sale Hunter | Tech | Open | [REDACTED] or Remote |

| Years | Years | Years |
|---|---|---|
| <p>14 TOTAL Sales Experience</p> <p>14 OUTSIDE</p> <p>14 INSIDE</p> <p>14 Total (Carrying Quota)</p> <p>8 Enterprise (Global 2000)</p> <p>4 Mid-Market</p> <p>2 SMB (< 500 employees)</p> | <p>14 "Closing" Experience</p> <p>14 Hunter Farmer</p> <p>VP or above (people)</p> <p>Director (people)</p> <p>Manager (people)</p> <p>14 Individual Contributor</p> | <p>2 Software</p> <p>3 Hardware</p> <p>4 SaaS</p> <p>CyberSecurity</p> <p>3 Big Data / Analytics</p> <p>Artificial Intelligence / Machine Learning</p> <p>E-commerce</p> <p>FinTech</p> <p>2 Other</p> |

| Number of Companies Worked | 2.5 Years Average | Why Left Each Company? (brief reason) |
|---|--|--|
| <p>1 Company last year</p> <p>1 Company last 3 years</p> <p>2 Companies last 5 years</p> | <p>4 Currently: [REDACTED]</p> <p>2.3 Last Company: [REDACTED]</p> <p>1.3 3rd Company: [REDACTED]</p> | <p>Currently happy but open to new challenge</p> <p>Recruited to [REDACTED] w promotion / raise</p> <p>Recruited to [REDACTED] w raise</p> |



| \$M | Annual | | | Top Talent | Company Rank | Base/OTE \$K | W2s \$K | Achievements / Big Wins (Company \$K) |
|---------------|------------|----------|-------|------------|--------------|--------------|---------|---|
| | % of Quota | Attained | Quota | | | | | |
| Last 3 yr ave | 132% | 5.39 | 4.08 | 11% | #3 | 122 / 232 | 383 | 100%+ annual quota: 3 of last 3 years |
| Last 5 yr ave | 159% | 5.34 | 3.37 | 11% | #2.4 | 115 / 223 | | 100%+ annual quota: 5 of last 5 years |
| 2025 | 136% | 6.2 | 4.6 | 12% | #2 of 16 | 128 / 238 | 350 | [REDACTED] \$453K ACV / [REDACTED] \$599K |
| 2024 | 129% | 5.4 | 4.2 | 15% | #4 of 27 | 123 / 233 | 312 | [REDACTED] \$522K / [REDACTED] \$649K |
| 2023 | 130% | 4.5 | 3.45 | 6% | #3 of 52 | 115 / 225 | 488 | [REDACTED] \$1.1M / [REDACTED] \$344K |
| 2022 | 270% | 8.7 | 3.2 | 2% | #1 of 56 | 110 / 220 | | [REDACTED] \$711K / [REDACTED] \$726K in 6 month ramp |
| 2021 | 136% | 1.9 | 1.4 | 20% | #2 of 10 | 100 / 200 | | Closed largest TCV deal (\$1.2M) [REDACTED] |

| Year of Graduation | Degree? | Degree | Major | D1,D2,D3 Athlete | College | My DocuSign certifies W2 Rep Sheet as accurate |
|--------------------|---------|--------|------------|------------------|-----------------------|--|
| 20[REDACTED] | Yes | BA | [REDACTED] | | [REDACTED] University | <p>DocuSigned by: [REDACTED] Candidate 1/14/2026</p> <p>DocuSigned by: Mark Stumson, Rep Sheet Founder 1/14/2026</p> |

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