

W2 EXEC SHEET



2025 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

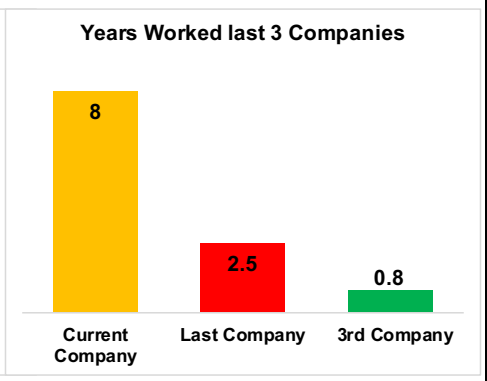
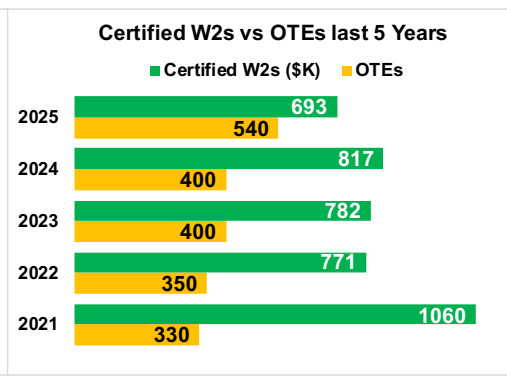
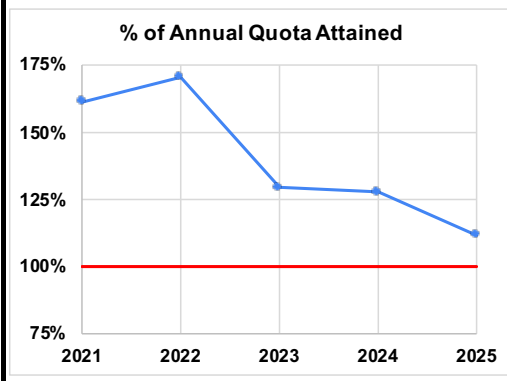


RepSheet.ai has certified the #s in green
GOLD = Last 5 years of W2s certified as accurate
SILVER = Last 3 years of W2s certified as accurate
BRONZE = Last 1 year of W2s certified as accurate

Objective	Position Wanted	Industry	Company Size	Location (City, State or Area)
To obtain:	SVP of Sales+	Software	100m+	Remote

Years	Years	Years
28 TOTAL Sales Experience	28 "Closing" Experience	20 Software
27 OUTSIDE	28 Hunter	8 Hardware
1 INSIDE	28 Farmer	8 SaaS
28 Total (Carrying Quota)	2 VP or above (people)	8 CyberSecurity
3 Enterprise (Global 2000)	4 Director (people)	8 Big Data / Analytics
5 Mid-Market	Manager (people)	8 Artificial Intelligence / Machine Learning
SMB (< 500 employees)	22 Individual Contributor	8 E-commerce
		8 FinTech
		8 Other

Number of Companies Worked	3.8 Years Average	Why Left Each Company? (brief reason)
1 Company last year	8 Currently: [REDACTED]	Currently employed
1 Company last 3 years	2.5 Last Company: [REDACTED]	No FDA clearance, eventual bankruptcy
1 Company last 5 years	0.8 3rd Company: [REDACTED]	Start-up, eventual bankruptcy



\$M	Annual			Club	Top Talent	Base/OTE \$K	W2s \$K	Achievements / Big Wins (Company \$K)
	% of Quota	Attained	Quota					
Last 3 yr ave	115%	20.31	17.69	100%	Top 5%	223 / 447	764	100%+ annual quota: 3 of last 3 years
Last 5 yr ave	125%	16.46	13.18	100%	Top 5%	202 / 404	613	100%+ annual quota: 5 of last 5 years
	RepSheet.ai certified "% of Quota" '21-'24			RepSheet.ai certified "W2s" '21-'25			All '21-'25 deals below done as sale leader	
2025	112%	48	43	Yes	Top 5%	270 / 540	693	[REDACTED] \$5M ACV & \$15M TCV
2024	128%	6.83	5.35	Yes	Top 5%	200 / 400	817	[REDACTED] \$2.2M ACV & \$4.4M TCV
2023	129%	6.09	4.71	Yes	Top 5%	200 / 400	782	[REDACTED] \$1.32M ACV & \$3.96M TCV
2022	170%	13.04	7.65	Yes	#1	175 / 350	771	#1 Regional Sales Director
2021	161%	8.35	5.18	Yes	Top 5%	165 / 330	1.06	[REDACTED] \$3.4M ACV & \$10.2M TCV

Year of Graduation	Degree?	Degree	Major	D1,D2,D3 Athlete	College	My DocuSign certifies W2 Exec Sheet as accurate
[REDACTED]	Yes	BA	Finance & Marketing	NA	[REDACTED] College	

Signed by: [REDACTED] Candidate 1/19/2026
 DocuSigned by: Mark Stevenson, Rep Sheet Founder 1/19/2026

W2 EXEC SHEET: One-page, Numerical, Standardized & Certified