





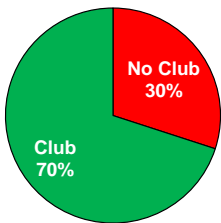
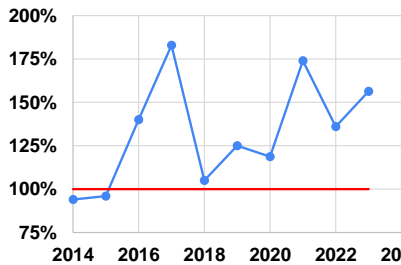


W2 REP SHEET				 2023 Numbers of: Paul O'Neil				 Black Tiger = Top 5% Talent  Gold Tiger = Top 15% Talent  White Tiger = Top 25% Talent 			
Name Paul O'Neil Job Title Enterprise Sales Rep Company CloudFlare Phone (650) 123 - 1234 Email paul.oneil@gmail.com LinkedIn linkedin/in/pauloneil				 Black Tiger = Top 5% Talent GOLD = Last 5 years of W2s certified				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:	Sr. Enterprise AE	SaaS / Big Data	Pre-IPO Start-up	San Francisco Bay Area							
Years		Years		Years							
15 TOTAL Sales Experience		13 "Closing" Experience		Software							
5 OUTSIDE		15 Hunter		Hardware							
10 INSIDE		Farmer		9 SaaS							
13 Total (Carrying Quota)		VP or above (people)		CyberSecurity							
5 Enterprise (Global 2000)		Director (people)		6 Big Data / Analytics							
6 Mid-Market		Manager (people)		Artificial Intelligence / Machine Learning							
2 SMB (< 500 employees)		15 Individual Contributor		E-commerce							
				FinTech							
				Other							
Number of Companies Worked		3.0 Years Average		Why Left Each Company? (brief reason)							
1 Company last 3 years		5.5 Currently: CloudFlare		Like job but just looking around							
1 Company last 5 years		3.3 Last Company: Okta		Company went IPO and too big							
3 Companies last 10 years		2.5 3rd Company: CrowdStrike		Recruited out by former boss							
		2.8 4th Company: LookOut		Division relocated to Austin, TX							
		1.0 5th Company: FireEye		Recruited out with raise							
\$M	Annual			Club	Company Rank	Base/OTE \$K	W2s \$K	Achievements			
	% of Quota	Attained	Quota								
Last 3 yr ave	155%	4.02	2.58	100%	#1 of 36	123 / 246	387	100%+ annual quota: 3 of last 3 years			
Last 5 yr ave	144%	3.44	2.40	100%	#1 of 26	116 / 232	334	100%+ annual quota: 5 of last 5 years			
Last 10 yr ave	139%	2.57	1.85	70%	#2 of 25	93 / 186	245	100%+ annual quota: 8 of last 10 years			
2023	156%	4.30	2.75	Yes	#2 of 44	130 / 260	445	7 President Clubs last 10 Years 			
2022	136%	3.40	2.50	Yes	#1 of 38	120 / 240	339				
2021	174%	4.35	2.50	Yes	#1 of 25	120 / 240	378				
2020	119%	2.67	2.25	Yes	#2 of 19	110 / 220	242				
2019	125%	2.50	2.00	Yes	#1 of 6	100 / 200	267				
2018	105%	1.05	1.00	No	#4 of 39	95 / 190	205	% of Annual Quota Attained 			
2017	183%	3.20	1.75	Yes	#1 of 26	75 / 150	275				
2016	140%	2.10	1.50	Yes	#3 of 18	60 / 120	157				
2015	96%	1.20	1.25	No	#5 of 21	60 / 90	84				
2014	94%	0.94	1.00	No	#6 of 18	55 / 65	62				
Year of Graduation	Degree?	Degree	Major	D1,D2,D3 Athlete	College	My DocuSign certifies W2 Rep Sheet as accurate					
2003	Yes	BA	Business	D1 hoops	Santa Clara Univ	Candidate 7/29/2023 Rep Sheet Founder 7/29/2023					

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

DocuSigned by:
Paul O'Neil
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DocuSigned by:
Mark Stevenson
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