

W2 REP SHEET

Name

Paul O'Neil

Job Title

Enterprise Sales Rep

Company

CloudFlare

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Rep Sheet.

2024 Numbers of:

Paul O'Neil

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

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

To obtain: Sr. Enterprise AE

Position Wanted

Sr. Enterprise AE

Industry

SaaS / Big Data

Company Size

Pre-IPO Start-up

Location (City, State or Area)

San Francisco Bay Area

Years

15

TOTAL Sales Experience

Years

13

"Closing" Experience

Years

5

OUTSIDE

15

Hunter

9

SaaS

10

INSIDE

15

Farmer

6

Big Data / Analytics

13

Total (Carrying Quota)

VP or above (people)

5

Enterprise (Global 2000)

Director (people)

6

Mid-Market

Manager (people)

2

SMB (< 500 employees)

15

Individual Contributor

Other

Number of Companies Worked

3.0

Years Average

1

Company last 3 years

5.5

Currently: CloudFlare

Why Left Each Company? (brief reason)

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

% of Quota

Attained

Quota

Club

Company Rank

Base/OTE \$K

W2s \$K

Achievements

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

2024

156%

4.30

2.75

Yes

#2 of 44

130 / 260

445

7 President Clubs last 10 Years

No Club 30%

Club 70%

2023

136%

3.40

2.50

Yes

#1 of 38

120 / 240

339

2022

174%

4.35

2.50

Yes

#1 of 25

120 / 240

378

2021

119%

2.67

2.25

Yes

#2 of 19

110 / 220

242

2020

125%

2.50

2.00

Yes

#1 of 6

100 / 200

267

2019

105%

1.05

1.00

No

#4 of 39

95 / 190

205

% of Annual Quota Attained

200%

175%

150%

125%

100%

75%

2015

2017

2019

2021

2023

2025

2018

183%

3.20

1.75

Yes

#1 of 26

75 / 150

275

2017

140%

2.10

1.50

Yes

#3 of 18

60 / 120

157

2016

96%

1.20

1.25

No

#5 of 21

60 / 90

84

2015

94%

0.94

1.00

No

#6 of 18

55 / 65

62

Year of Graduation

2004

Degree?

Yes

Degree

BA

Major

Business

D1,D2,D3 Athlete

D1 hoops

College

Santa Clara Univ

My DocuSign certifies W2 Rep Sheet as accurate

DocuSigned by:

Paul O'Neil

Candidate

1/4/2025

DocuSigned by:

Mark Stevenson

Rep Sheet Founder

1/4/2025

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

O'Neil Paul - 2024 - 10 Year Rep Sheet - W2s

RepSheet.ai

W2 Sheet Patent - D1039600