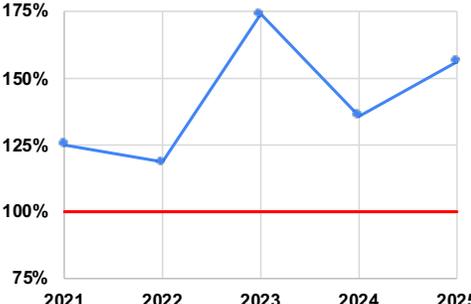
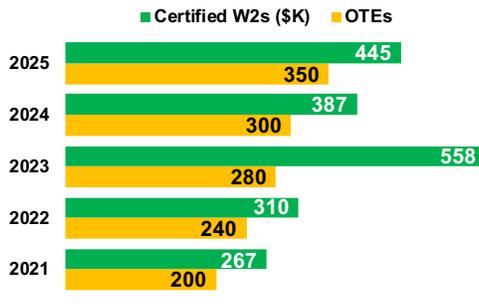
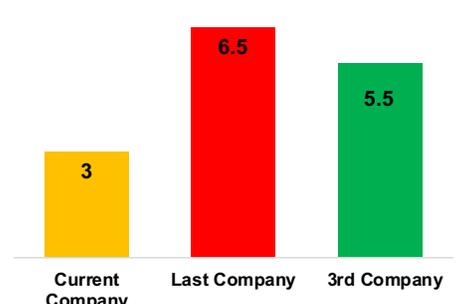


W2 REP SHEET				 2025 Numbers of: <b>Paul O'Neil</b>  <b>Black Tiger</b> = Top 5% Talent  <b>GOLD</b> = Last 5 years of W2s certified				 <b>Black Tiger</b> = Top 5% Talent  <b>Gold Tiger</b> = Top 15% Talent  <b>White Tiger</b> = Top 25% Talent  <b>RepSheet.ai has certified the #s in green</b> <b>GOLD</b> = Last 5 years of W2s certified as accurate <b>SILVER</b> = Last 3 years of W2s certified as accurate <b>BRONZE</b> = Last 1 year of W2s certified as accurate			
<b>Name</b> Paul O'Neil <b>Job Title</b> Enterprise Sales Rep <b>Company</b> OpenAI <b>Phone</b> (650) 123 - 1234 <b>Email</b> paul.oneil@gmail.com <b>LinkedIn</b> linkedin/in/pauloneil											
<b>Objective</b>		<b>Position Wanted</b>		<b>Industry</b>		<b>Company Size</b>		<b>Location (City, State or Area)</b>			
To obtain:		Sr Enterprise AE		AI / Big Data		Pre-IPO Start-up		San Francisco Bay Area or Remote			
<b>Years</b> 15 TOTAL Sales Experience  5 OUTSIDE 10 INSIDE  13 Total (Carrying Quota) 5 Enterprise (Global 2000) 6 Mid-Market 2 SMB (< 500 employees)			<b>Years</b> 13 "Closing" Experience  15 Hunter Farmer  VP or above (people) Director (people) Manager (people) 15 Individual Contributor			<b>Years</b> Software Hardware 2 SaaS CyberSecurity 5 Big Data / Analytics 8 Artificial Intelligence / Machine Learning E-commerce FinTech Other					
<b>Number of Companies Worked</b> 1 Company last year 1 Company last 3 years 2 Companies last 5 years			<b>5.0 Years Average</b> 3 Currently: OpenAI 6.5 Last Company: Google 5.5 3rd Company: Palantir			<b>Why Left Each Company? (brief reason)</b> Like job but just looking around Recruited out by former boss Recruited out with promotion and raise					
<b>% of Annual Quota Attained</b> 				<b>Certified W2s vs OTEs last 5 Years</b> 				<b>Years Worked last 3 Companies</b> 			
\$M	Annual			Club	Top Talent	Base/OTE \$K	W2s \$K	Achievements / Big Wins (Company \$K)			
	% of Quota	Attained	Quota								
Last 3 yr ave	155%	4.02	2.58	NA	Top 5%	155 / 310	463	100%+ annual quota: 3 of last 3 years			
Last 5 yr ave	144%	3.44	2.40	NA	Top 7%	137 / 274	393	100%+ annual quota: 5 of last 5 years			
2025	156%	4.30	2.75	NA	Top 5%	175 / 350	445	New Logos: Sony \$1.1M / Exxon \$550K			
2024	136%	3.40	2.50	NA	Top 5%	150 / 300	387	New Logos: CVS \$925K / BMW \$873K			
2023	174%	4.35	2.50	NA	Top 5%	140 / 280	558	\$20K raise and W2 was \$278K above OTE			
2022	119%	2.67	2.25	Yes	Top 15%	120 / 240	310	President Club, 2x Rep of Qtr			
2021	125%	2.50	2.00	Yes	Top 5%	100 / 200	267	President Club, West Coast Team MVP			
Year of Graduation	Degree?	Degree	Major	D1,D2,D3 Athlete	College			My DocuSign certifies W2s as accurate DocuSigned by: Paul O'Neil 42AAD6C6639A409... 3/18/2026 DocuSigned by: Mark Stevenson Rep Sheet Founder 3/18/2026 7990E511B95641C...			
2010	Yes	BA	Business	D1 hoops	Santa Clara University						

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