




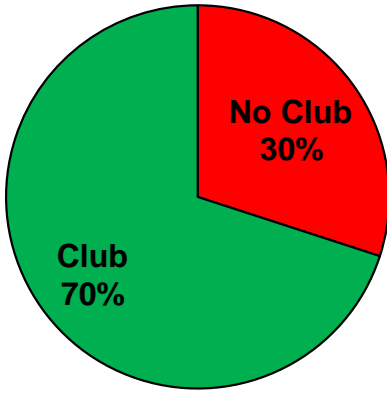
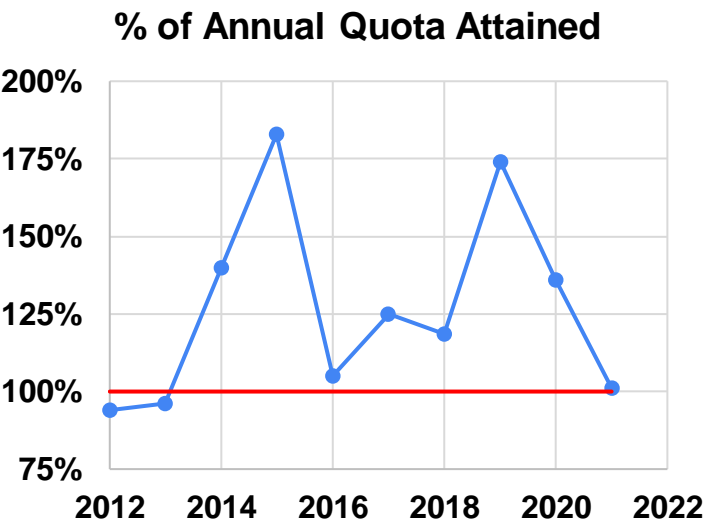


| REP SHEET | | | |  2022 Numbers of: Paul O'Neil GOLD Certified  | | | |  Black Tiger = Top 5% Talent  Golden Tiger = Top 15% Talent  White Tiger = Top 25% Talent Rep Sheet certified #s based on W2s / stack ranking data GOLD = Last 5 years certified as accurate SILVER = Last 3 years certified as accurate BRONZE = Last 1 year certified as accurate | | | | | | | | | | | | | | | |
|-----------------------------------|------------------------------|----------|----------|---|------------------------------|---|---------|--|---------------------------|--|--|-----------------|------------------------|--|--|--|------------------|--|--|---------------------------------------|------------------------|--|--|
| Name | Paul O'Neil | | | 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 | | |
| Job Title | Enterprise Account Executive | | | Years | 15 TOTAL Sales Experience | | | Years | 13 "Closing" Experience | | | Years | Software | | | Hardware | | | | | | | |
| Company | CloudFlare | | | Years | 5 OUTSIDE | | | Years | 15 Hunter | | | Years | 9 SaaS | | | CyberSecurity | | | | | | | |
| Phone | (650) 269 - 2971 | | | Years | 10 INSIDE | | | Years | Farmer | | | Years | 6 Big Data / Analytics | | | Artificial Intelligence / Machine Learning | | | | | | | |
| Email | paul.oneil@gmail.com | | | Years | 13 Total (Carrying Quota) | | | Years | VP or above (people) | | | Years | E-commerce | | | FinTech | | | | | | | |
| LinkedIn | linkedin/in/pauloneil | | | Years | 5 Enterprise (Global 2000) | | | Years | Director (people) | | | Years | Other | | | | | | | | | | |
| | 6 Mid-Market | | | Years | 2 SMB (< 500 employees) | | | Years | 15 Individual Contributor | | | | | | | | | | | | | | |
| 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 | 136% | 3.51 | 2.58 | 100% | #1 of 36 | 120 / 240 | 321 | 100%+ annual quota: 3 of last 3 years | | | | | | | | | | | | | | | |
| Last 5 yr ave | 131% | 3.14 | 2.40 | 100% | #1 of 26 | 114 / 228 | 294 | 100%+ annual quota: 5 of last 5 years | | | | | | | | | | | | | | | |
| Last 10 yr ave | 131% | 2.42 | 1.85 | 70% | #2 of 25 | 95 / 190 | 225 | 100%+ annual quota: 8 of last 10 years | | | | | | | | | | | | | | | |
| 2021 | 101% | 2.78 | 2.75 | Yes | #2 of 44 | 120 / 240 | 245 | 7 President Clubs last 10 Years  | | | | | | | | | | | | | | | |
| 2020 | 136% | 3.40 | 2.50 | Yes | #1 of 38 | 120 / 240 | 339 | | | | | | | | | | | | | | | | |
| 2019 | 174% | 4.35 | 2.50 | Yes | #1 of 25 | 120 / 240 | 378 | | | | | | | | | | | | | | | | |
| 2018 | 119% | 2.67 | 2.25 | Yes | #2 of 19 | 110 / 220 | 242 | | | | | | | | | | | | | | | | |
| 2017 | 125% | 2.50 | 2.00 | Yes | #1 of 6 | 100 / 200 | 267 | | | | | | | | | | | | | | | | |
| 2016 | 105% | 1.05 | 1.00 | No | #4 of 39 | 95 / 190 | 205 | % of Annual Quota Attained  | | | | | | | | | | | | | | | |
| 2015 | 183% | 3.20 | 1.75 | Yes | #1 of 26 | 75 / 150 | 275 | | | | | | | | | | | | | | | | |
| 2014 | 140% | 2.10 | 1.50 | Yes | #3 of 18 | 60 / 120 | 157 | | | | | | | | | | | | | | | | |
| 2013 | 96% | 1.20 | 1.25 | No | #5 of 21 | 60 / 90 | 84 | | | | | | | | | | | | | | | | |
| 2012 | 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 Rep Sheet as accurate | | | | | | | | | | | | | | | | | |
| 2002 | Yes | BA | Business | D1 hoops | Santa Clara Univ | DocuSigned by: Paul O'Neil 42AADC6839A409... 12/23/2021 DocuSigned by: Rep Sheet Founder Mark Stevenson 7990E511B95641C... 12/23/2021 | | | | | | | | | | | | | | | | | |

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