





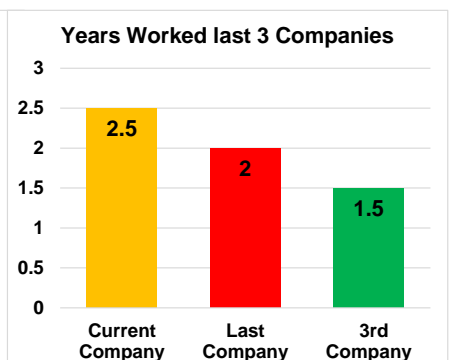
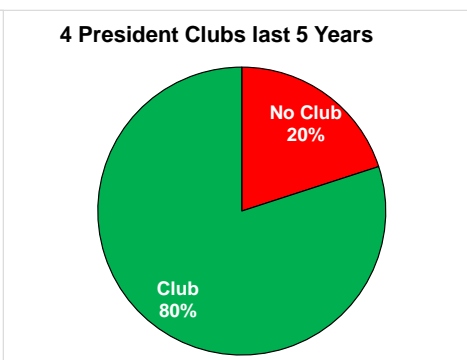
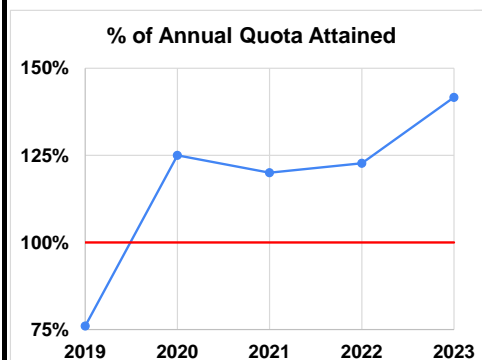


<b>CHAMPION RECRUITING's W2 REP SHEET</b> <b>Name</b> John Mabry <b>Job Title</b> Inside Sales Rep <b>Company</b> DarkTrace <b>Phone</b> (408) 123 - 1234 <b>Email</b> john.mabry@gmail.com <b>LinkedIn</b> linkedin/in/johnmabry	 2023 Numbers of: <b>John Mabry</b>  <b>Black Tiger</b> = Top 5% Talent <b>SILVER</b> = Last 3 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>Rep Sheet LLC has certified the W2s 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>Objective</b>	<b>Position Wanted</b>	<b>Industry</b>	<b>Company Size</b>	<b>Location (City, State or Area)</b>
To obtain:	Enterprise ISR	CyberSecurity	Pre-IPO Start-up	San Francisco, CA

<b>Years</b> 6 TOTAL Sales Experience  OUTSIDE 6 INSIDE  5 Total (Carrying Quota) 1 Enterprise (Global 2000) 3 Mid-Market 1 SMB (< 500 employees)	<b>Years</b> 5 "Closing" Experience  6 Hunter Farmer  VP or above (people) Director (people) Manager (people) 6 Individual Contributor	<b>Years</b> Software 1.5 Hardware SaaS 4.5 CyberSecurity Big Data / Analytics Artificial Intelligence / Machine Learning E-commerce FinTech Other
------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-------------------------------------------------------------------------------------------------------------------------------------------------------------------	-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

<b>Number of Companies Worked</b> 1 Company last year 2 Companies last 3 years 3 Companies last 5 years	<b>2.0 Years Average</b> 2.5 Currently: DarkTrace 2.0 Last Company: CrowdStrike 1.5 3rd Company: HP	<b>Why Left Each Company? (brief reason)</b> Like job but just looking around Recruited out by former boss with raise Promoted to ISR at new company with raise
------------------------------------------------------------------------------------------------------------------	--------------------------------------------------------------------------------------------------------------	--------------------------------------------------------------------------------------------------------------------------------------------------------------------------



\$M	Annual			Club	Company Rank	Base/OTE \$K	W2s \$K	Achievements / Big Wins (Company \$K)
	% of Quota	Attained	Quota					
Last 3 yr ave	129%	0.71	0.55	100%	#3 of 53	70 / 140	170	100%+ annual quota: 3 of last 3 years
Last 5 yr ave	122%	0.54	0.44	80%	#5 of 55	65 / 130	152	100%+ annual quota: 4 of last 5 years
2023	142%	0.85	0.60	Yes	#1 of 68	75 / 150	195	Promoted to Enterprise ISR
2022	123%	0.68	0.55	Yes	#3 of 55	70 / 140	171	#3 Mid-Market ISR out of 55 on team
2021	120%	0.60	0.50	Yes	#4 of 35	65 / 130	145	#4 Mid-Market ISR out of 35 on team
2020	125%	0.38	0.30	Yes	#5 of 74	65 / 130	155	Promoted to Mid-Market ISR in 1 Year
2019	76%	0.19	0.25	No	#11 of 44	60 / 120	92	SumoLogic \$55K / IMS \$35K

<b>Year of Graduation</b>	<b>Degree?</b>	<b>Degree</b>	<b>Major</b>	<b>D1,D2,D3 Athlete</b>	<b>College</b>	My DocuSign certifies W2 Rep Sheet as accurate DocuSigned by: John Mabry Candidate 8/15/2023 42AAD0C6839A409... DocuSigned by: Mark Stevenson Rep Sheet Founder 8/15/2023 7900E511B95641C...
2017	Yes	BA	Business	D1 Track	UCSF	

CHAMPION RECRUITING: #1 in Tech Sales Recruiting in U.S.