

Tommy Hoang

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Summary

Relationships builder leading the sale of \$2.5M in investments using a consultative approach. Excels at learning and explaining complex products at lightning speed.

Experience

FIRST CHAIR CAPITAL | 2017 - PRESENT

MANAGING PARTNER & FOUNDER

- Founded firm to pool investors for commercial real estate investments
- Sold \$2.57M of investment securities over 6 quarters, sourcing new prospects and expanding on existing investor base
- Built investor pipeline using social, email, and referral channels
- Generated \$1.3M by developing relationships with SMB owners

OPTIMIZEZY | 2019 - PRESENT

SENIOR TECHNICAL SUPPORT ENGINEER

- Understand customers' goals to better solve their technical issues
- Distill complex ideas to clients, resulting in 100% CSAT rating
- Collaborate with post-sales team to identify expansion opportunities

ALTSCHOOL | 2016-2018

INTEGRATION LEAD (SOLUTIONS ENGINEER)

- Led product demos for investors resulting in \$25M in fundraising
- Drove product usage rates by 50% during trial and POC phases
- Served as product expert, training sales and success teams

VARIOUS PUBLIC SCHOOL DISTRICTS | 2012-2016

EDUCATOR

- Advised administration teams on technology purchases and integration
- Trained and supported entire faculties in implementing new software

Side Hustles

THE LAUNCH CAMP - NON-PROFIT EDUCATION PROGRAM

- Created summer program to help students launch small businesses
- Led business development and sales, generating \$20K in first 4 weeks

Soft Skills / Mindset

Build relationships before anything else

Seek first to understand, then to be understood

Always be learning

Technical Skills

JavaScript, Ruby, HTML/CSS

SalesForce, Hubspot, IMS

Sketch, Invision, Wordpress

Education

WEB DEVELOPMENT, 2019

Self-taught

MASTER'S IN EDUCATION, 2012

UC Riverside

BACHELOR'S IN BIOLOGY, 2011

UC Riverside