

Tommy Hoang

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Summary

Entrepreneurial sales rep with technical chops.

Excels at learning and explaining complex products at lightning speed.

Experience

OPTIMIZEZY | 2019 - PRESENT

ACCOUNT EXECUTIVE - MID MARKET

- Exceeded last quarter's quota by 291%, 212% of which were new logos
 - Achieved 100% renewal rate, with 2 customers expanding by \$50k+
- Owned entire sales process, leading technical and commercial discussions with engineers and executives respectively

SENIOR TECHNICAL SUPPORT ENGINEER

- Solved customers' technical issues, resulting in 100% CSAT rating
- Collaborated with sales team to plan expansion opportunities

FIRST CHAIR CAPITAL | 2017 - PRESENT

MANAGING PARTNER & CO-FOUNDER

- Founded firm to help people invest in commercial real estate
- Sold \$3.57M of investment securities over 8 quarters, closing new prospects and expanding on existing investor base
- Delivered 80% ROI and 41% IRR to investors in 18 month period
- Built investor pipeline using social, email, and referral channels

ALTITUDE LEARNING | 2016-2018

SOLUTIONS ENGINEER & EDUCATOR

- Led product demos for investors resulting in \$25M in fundraising
- Drove product usage rates by 51% during trial and POC phases
- Served as product expert, training pre-sales and post-sales teams

VARIOUS PUBLIC SCHOOL DISTRICTS | 2012-2016

MIDDLE SCHOOL SCIENCE TEACHER

- 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 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, Git

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