

Tommy Hoang

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Summary

Entrepreneurial sales rep with technical chops.

Excels at business development and thrives going from 0 to 1.

Experience

ACCREDD INC | 2022 - PRESENT

CO-FOUNDER, SALES & PARTNERSHIPS

- Launched and grew company to profitability in year 1
- Expanded customer base and revenue 100% in year 2
- Hired and trained SDRs to prospect and fill pipeline

OPTIMIZEZY | 2019 - 2021

ACCOUNT EXECUTIVE

- Exceeded quota—average contract value of \$100k ARR
- Achieved 100% renewal rate, with 2 enterprises expanding by \$50k+
- Co-led technical calls with sales engineers given my technical knowledge

SENIOR SUPPORT ENGINEER

- Solved customers' technical issues, resulting in 100% CSAT rating
- Contributed to customer success team's expansion efforts
- Fastest promotion to senior in the history of the org (2 quarters)

ALTSCHOOL | 2016-2018

SOLUTIONS ARCHITECT

- Drove product usage rates by 51% by sharing best practices
- Served as product expert, training pre-sales and post-sales teams

SAN FRANCISCO & VISTA UNIFIED | 2012-2016

PUBLIC SCHOOL TEACHER

- Taught middle and high school students science and math fundamentals

Side Hustles

WHITE HAVEN CAPITAL | 2017 - PRESENT

GENERAL PARTNER

- Co-founded firm to raise funds from investors for alternative investments
- We exited 5 times, delivering a 39% average rate of return to investors
- Built investor pipeline using social, email, and referral channels

Education & Technical Skills

- UC Riverside for Bachelors in Science and Masters in Education
- The Odin Project for JavaScript, Ruby, SQL