

ANGELINE HUYNH

PERSONAL SUMMARY

Results-driven professional transitioning 12 years of tech sales expertise into a People Experience career. I treat employee satisfaction as a strategic product, applying a sales mindset to drive internal engagement and retention. Inspired by a happiness-first philosophy, I specialize in building high-trust environments through intentional team bonding, departmental recognition, and transparent feedback loops. I am dedicated to fostering inclusive cultures where employee well-being and open communication drive collective success.

EXPERIENCE

Snowflake - Commercial Account Executive

Menlo Park, CA • 07/2024 - Current

- Exceeded 2025 sales fiscal number in Q3, landing at 135% of quota.
- Led a complex, long-cycle commercial initiative resulting in \$677k in net new revenue, requiring detailed planning, stakeholder alignment, sustained execution, and relationship management.
- Go to peer for morale and engagement, helping maintain a positive team environment during challenging business periods.
- Own full-cycle commercial sales across greenfield opportunities.
- Partner closely with sales engineers through weekly 1:1s to clarify technical strategy, define roles, and advance mutual success.

Bill.com - SMB Senior Account Executive

Santa Clara, CA • 07/2022 - 02/2024

- Month-over-month quota attainment and labeled as "contract queen" for closing the most contracts on the team.
- Led discovery sessions and demonstrations, expertly tailoring the narrative for each stakeholder's unique problem. This core skill in customized messaging directly translates to creating compelling, authentic content for internal announcements and the company culture narrative.
- Owned the entire lifecycle of outreach campaigns, strategically segmenting audiences (e.g., QuickBooks vs.). NetSuite users and creating custom content to ensure maximum relevance and a high 25% response rate. Mastering content development, program design, and measurement.
- I served as a peer mentor, helping new Account Executives get up to speed quickly. Sharing knowledge helped accelerate the sales team's ramp-up time,

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SKILLS

- MEDDPIC
- Forecasting
- Employee engagement strategy
- Adaptability
- Storytelling
- Time management
- Pipeline management
- Networking
- Program development
- Outbound motion
- Lead generation
- Sandler selling system
- Value-based selling

EDUCATION

B.S.: Criminal Justice

San Jose State University

San Jose • 06/2013

and fostered a positive, collaborative culture.

- Collaborate with SEs and onboarding to align demos, manage handoffs, and customize implementations, improving post-sale retention, and expansion rates.

Zoom - SMB Account Executive & Account Manager

San Jose, CA • 04/2017 - 11/2021

- While exceeding sales targets, I voluntarily championed the internal culture, leading initiatives like Bring Your Kids to Work Day, organizing charitable events, and hosting team social activities to boost camaraderie and engagement.
- Partnered with colleagues across departments to strengthen company culture during periods of rapid growth.
- Led end-to-end project management from ideation and planning through execution and post-event evaluation.
- Consistency exceeded quota with ~125% attainment across 8 quarters.
- Mentored new AEs on the sales process, pipeline management, and Zoom platform knowledge as a peer coach, contributing to team-wide ramp acceleration.
- Founding member of Zoom's Happy Crew, a cross-functional culture committee focused on employee engagement and workplace experience.
- Planned and executed employee engagement initiatives (team events, morale-boosting activities, recognition moments) alongside core sales responsibilities.
- Acted as a culture ambassador, reinforcing Zoom's values through events, communications, and employee interactions.
- Promoted within 11 months from AM to AE.