

David Huynh

Student | E-mail: david.der.huynh@gmail.com | Mobile: 408-616-9928 | LinkedIn: <https://www.linkedin.com/in/ddhuynh/>

Sabbatical / Full-Time Dad

Mar 2018 – Dec 2019

Facebook

Sales Compensation and Commissions Associate

Nov 2015 – Mar 2018

- Modeled Sales Compensation plans and cost impact
- Administered commission processes including plan communication, system set-ups, and payout calculations
- Partnered with Sales Operations to resolve inquiries
- Supported UAT for implementation of Sales Compensation plans and system enhancements
- Published reporting analytics including quota attainment trends and payout metrics

Brocade

Sr. Financial Analyst

Jan 2015 – Nov 2015

- Managed quarterly Opex/Capex budget plan for business unit
- Created quarterly commission accrual model and review package
- Prepared journal entries, accruals and flux analysis for accounting close activities
- Published reporting to track headcount, T&E, and demo investments to plan

Tesla

Compensation Analyst

May 2014 – Jan 2015

- Maintained Compensation frameworks based on market data
- Administered monthly Global Commissions process including plan communication, payout calculations, and point of contact for inquiries
- Modeled Sales Compensation plans and cost impact
- Partnered with Sales Operations to standardize global crediting policy

Hitachi Data Systems

Sr. Sales Operations Analyst

Sep 2013 – May 2014

- Prepared monthly booking financials for back-end rebate payouts to Channel Partners
- Assisted with planning quarterly revenue targets to Channel Sales teams
- Partnered with Finance to manage Marketing budget for program allocation
- Published centralized dashboard to track partner compliance and performance metrics

Brocade

Financial Analyst - Product

Dec 2012 – Sep 2013

- Maintained 3-year long range forecasting model to track product revenue, ASP, and cost
- Finance lead on engineering core teams responsible for managing P&L of new product introductions
- Modeled sales programs to reduce excess and obsolete inventory
- Published reporting to track route-to-market sales, end user, and pipeline metrics

Financial Analyst - Sales

May 2011 – Nov 2012

- Received CFO new process award: led partner engagements to improve POS quality benchmarks for revenue recognition, commission, and forecasting
- Managed global revenue allocation process in support of commissions
- Processed POS for revenue recognition of quarterly deferred revenue
- Business Liaison to POS vendor for partner set-up and UAT

Sales Associate Representative

Jul 2009 – Apr 2011

- Supported cross-company demand planning with Sales and Supply Chain teams to fulfill quarterly product sell-in
- Reconciled Salesforce and POS data to forecast business unit sell-through
- Data mined tech refresh opportunities to support pipeline growth
- Generated quotes for IP product line

UC Davis Event Services

Event Staff Manager

Jan 2006 – Jun 2009

- Coordinated logistics and setup for on-campus events
- Trained staff on procedures and customer service
- Generated weekly work schedules based on student availability and calendar of events

Education: Data Analytics Boot Camp @ UC Berkeley Extension – expected Oct 2020

-GitHub URL: https://github.com/ddhuynh/UCB_Data_Analytics_Bootcamp

Cyber Security Immersion Academy @ UC Davis Continuing and Professional Education

-Course 1: Immediate Immersion – completed Aug 2020

Communication @ UC Davis – Jun 2009

Tools & Technologies: MS Excel, Word, PowerPoint, VBA, SQL, SQLite, Varicent, Salesforce, Workday, Business Objects, Oracle ERP, Hyperion, Python, JavaScript, HTML, GitHub, Wireshark, Snort, PCAP, Slack, Zoom