Paul Huang

Austin, TX

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RELEVANT WORK

Backmatter.com
Oct 2022 – present
Founder
Austin, TX

Left AWS to develop a productivity workspace for sales reps. Built web/desktop MVP using React, Electron, SQLite, Convex, OpenAI, Llama2, Langchain, Mistral 7b, AWS, GCP. Beta users included sales reps at AWS, consulting partners, and SaaS companies. Demo available by request

Amazon Web Services (AWS)
Apr 2020 – Mar 2023
Account Manager, Startups
New York, NY

Responsible for managing a $50MM+ ARR portfolio of early- and late-stage startups (individually billing up to $3.8MM in ARR). Managed C-level customer relationships, identified opportunities for expansion, led technical and operational validation discussions with engineering managers for POCs, co-sold with ISV AWS Partner Network channel partners:

- Exceeded quotas: 105% in 2020, 106% in 2021, and 104% in 2022
- Won 70 competitive migrations, each generating $60k to $1.6MM in net new ARR
- Identified and reported two critical org-wide revenue routing errors resulting in $6.1MM in misrouted revenue and $2.2MM in uncounted revenue across Global Startup Sales
- Managed team of 5 (2 inside sales reps, 2 demand generation reps, and solutions architect)
- Promoted Q2 2021

Octopart / Altium
Apr 2015 – Apr 2020
Account Executive, Strategic Accounts
New York, NY

Held a hybrid role focused on acquiring net new logos and growing install base of world's largest electronics manufacturers and distributors, including Siemens, Honeywell, Arrow, Renesas, Omron, Panasonic, NXP, and other Fortune 500 customers

- Exceeded quotas: 287% (2017), 207% (2018), and 131% (2019)
- Average ACV: $210k; net new ARR: $2.8MM (2019)
- Negotiated and won $1.5M ACV contract, largest in company history

VOLUNTEER WORK

Crime Victims Treatment Center
Oct 2017 – Apr 2020
Junior Board Member / Volunteer Advocate
New York, NY

Provided counseling to survivors of sexual assault and domestic violence at emergency rooms across NYC. Secured $20k in grants from Amazon

The Samaritans of New York
Jun 2015 – May 2017
Crisis Hotline Volunteer / Volunteer Supervisor
New York, NY

Provided critical assistance to callers in distress. Trained and supervised volunteer trainees, led emergency response efforts to medical or life-threatening situations

EDUCATION

The University of Chicago
Aug 2014
B.A. Political Science with Honors, Special Honors
Chicago, IL

Deep Springs College
Jun 2009
Student Body President
Deep Springs, CA

Technical skills: AWS, GCP, Deep learning (PyTorch, NumPy, pandas, HF Transformers), Python, JS/TS, SQL, Lisp, VBA