

Alex Huang

Account Executive

Vancouver, BC

Enterprise sales leader with 7+ years selling AI, cloud modernization, and data transformation solutions to Fortune 500 companies. Proven track record closing multimillion-dollar deals and building strategic pipelines across cloud hyperscalers.

EXPERIENCE

Sr. Sales Associate
Slalom Consulting

Aug 2022 — Aug 2025
Vancouver, BC

Own Canadian territory of enterprise accounts across Financial Services, Manufacturing, and Technology, selling AI, Data, and Product Engineering solutions. Develop tailored business cases and ROI narratives for C-level stakeholders focused on cloud modernization and AI transformation. Closed and advanced \$1.2M enterprise AI/Data dashboard opportunity while influencing over \$5M in annual pipeline across strategic accounts.

Talent Acquisition Manager
Slalom Consulting

Jan 2022 — Aug 2022
Vancouver, BC

Partnered with leadership to drive hiring strategy for Cloud Platform Engineering across Toronto, Boston, and New York City. Managed full-cycle recruiting for senior technical roles including Principal and Director of Engineering, building deep domain knowledge of cloud and data infrastructure.

Senior Technical Recruiter
Keurig Dr Pepper

Mar 2021 — Dec 2021
Burlington, MA

Facilitated end-to-end interview cycles and collaborated with compensation teams on complex contract closings. Established relationships with key stakeholders to implement hiring strategies. Managed 20-30 active requisitions across Product Management, Design Engineering, and Field Sales.

EDUCATION

University of British Columbia
B.S. Statistics

Sep 2009 — Jun 2014

SKILLS

Enterprise Account Executive · SaaS Sales · Technical Consulting · AI Solutions · Cloud Modernization · Data Transformation · Fortune 500 Sales · Enterprise Prospecting · Account Management · Pipeline Management · Salesforce · Outreach · Clay · ZoomInfo · HubSpot · Executive Negotiation · Net New Logo Acquisition · Territory Development · Account Expansion · Talent Acquisition · Technical Recruiting · Cloud Platform Engineering