

Hello

I'm Hansen Chang

(510) 220-8670

hansen@cloudflare.com

hchang.com (I bought this domain from a Russian squatter)

Interests

I <3 sales and Cloudflare. I strive to learn and find creative ways to help my team. In my spare time, I enjoy basketball, snowboarding, sailing, and cooking breakfast + lunch + dinner + second dinner.

Experience

June 2019 - PRESENT

Cloudflare, San Francisco - *Field West BDR*

- Every two weeks, I teach four sales bootcamp sessions including the Dashboard Demo
 - Attended by all BDRs, AEs, SEs + Sales Managers joining Cloudflare
- Created SFDC views that are now critical for day-to-day Inbound BDR tasks
- Worked with GTM team on sales campaigns (Access and Magic Transit)
- Select outbound opportunities:
 - Disney.com, Disney+, Fox Sports, Poshmark, Yamaha USA, Micron
- Attainment:
 - Q3'19 - 166% (Inbound)
 - Q4'19 - 300% (Moved to Field Outbound)
 - Q1'20 - 137%
 - Q2'20 - 262%
 - Q3'20 - Pacing for 200%+
 - Q4'20 - Creating a 30/60/90 plan to exceed AE ramp target
- I also like to answer and discuss questions in the Sales + Ask an SE chats

2016 - 2018

Associated Students of the University of California, Berkeley - *Project Director*

- Founded first technology rental program @ Cal
 - Received \$45k in grants over two years
 - iClickers and Chromebook rentals for 2,500+ students while I led the project
- Made some shitty websites and accepted payments through Stripe API
 - asuctech.berkeley.edu

Education

Class of 2019

UC Berkeley

Go Bears!