Chad Hinkle, MBA

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Experience

Profile

Enterprise sales executive with a record of closing multimillion-dollar technology agreements, exceeding revenue objectives, and developing strategic relationships with C-suite buyers. Experience spanning AI, enterprise SaaS, healthcare technology, new-market development, and complex cross-functional sales. Builds executive business cases and applies AI tools directly to enterprise sales execution.

Selected Commercial Results

$1.8M enterprise ARR closed in 2026 at Section;
$1.95M new ARR and 169% of objective in 2024 at Firstup.
President's Club in 2023 and 2024; led major three-year health-system agreements, including a $2.7M total contract value transaction.
Booked $4.19M in 2019 at Kinsa, reaching 246% of performance objective
Developed a channel partnership exceeding $1M ARR in its first year at Quid.

Section, Nov 2025 – Present

Strategic Account Director

- Closed $1.8M in ARR in 2026 across enterprise accounts.
- Won strategic deals including Stitch Fix ($250K ARR), ARCO Construction ($237K), Pegasystems ($207K), and Akamai ($100K).
- Led enterprise new-business development, strategic account expansion, and executive conversations with CIO, CMO, and CHRO stakeholders.
- Built AI-powered business-case and transformation-brief agents using sales transcripts and external research; both adopted by colleagues.
- Created additional AI workflows for call preparation, executive briefings, and weekly activity synthesis.

Firstup, San Francisco, CA February 2021 - February 2025

- Led growth of Healthcare vertical by partnering with Marketing, Customer Success, Account Management, and New Business from $10M ARR in 2022 to $16M ARR in 2025
- Established Healthcare Customer Advisory Board to leverage high value customers for reference calls and published case studies. Created case studies with quantifiable ROI for Communicators.
- Created first Healthcare Communicators Day event in 2022 with cross-functional team. Grew YOY attendance 50% 2022, 2023, 2024. Generated ARR pipeline > $1M each year

Strategic Account Director - Healthcare (January, 2023 – February, 2025)

- Presidents Club 2024, booked $1.95M New ARR, 117% NRR, 169% to 2024 objective, Voted Mastery of Your Domain habit award by peers
- Presidents Club 2023, Booked $1.6M New ARR, 114% NRR overall performance to objective

Sales Director (February, 2021 – December, 2022)

- Booked $856K ARR, $2.57M TCV in FY 2022
- Booked $510K ARR, $1.6M TCV in FY2021
- Two-time winner of peer-voted Mastery of Your Domain and Leadership awards

Kinsa, San Francisco, CA January 2019 - February 2021
AVP, Sales

- Booked $1.45M revenue in FY2020
- Booked $4.19M revenue in FY2019, 246% of performance objective
- Developed financial models, interviewed customers to quantify value, and created pricing strategy to ensure profitability of CPG Insights product and new COVID-19 Employer Health product
- Led and managed a cross-functional, engineering, product, regulatory, data, and security team to implement software and hardware requirements for first international expansion
- Coached and managed direct report to close $500K in new business in FY2019
- Closed agreement which enabled profitable hardware and software expansion outside US in year 1

Quid, San Francisco, CA August 2016 - January 2019
AVP, Healthcare

- Established relationship, defined performance framework, and negotiated distribution agreement with Japanese channel partner
- Grew business with Japanese channel partner to >$1M ARR in year 1
- Booked over $1.0M revenue as an individual contributor, including four new $100k+ ARR clients
- Led cross-functional team to publish project results with top 30 Fortune 500 company
- Closed ten new to Quid clients in 2018, four Fortune 500 companies

Previous Experience (Can share details live)
PatientsLikeMe, Director, Business Development (2015–2016)
EndoEvolution, Director of Sales (2013–2015)
First Pulse Medical, VP, Product Marketing (2011–2014)
Athenahealth, Senior Account Manager (2011)
Sierra Surgical Technologies, Director, Marketing and Physician Education (2009- 2010)
Hologic LP, Marlborough, MA
Product Marketing Manager (July, 2006 – January, 2009)
Sales Training Manager (November, 2005 – July, 2006)
Territory Manager (September, 2003 – November, 2005)

Education

Babson College, F.W. Olin Graduate School of Business, Wellesley, MA 2009
Master of Business Administration, Entrepreneurship and Finance, *Magna Cum Laude*

University of California at San Diego, La Jolla, CA 1996
Bachelor of Science, Biology