

Nomination: 21248

Angelina Samoilova

**Page: General Information**

**Name of Organization / Company**

Remote

**Logo**

Download File ([https://asiastevieawards.secure-platform.com/file/33781/eyJ0eXAiOiJKV1QiLCJhbGciOiJIUzI1NiJ9.eyJtZWVpYUlkIjozMzc4MSwiYWxsYXNpdOb3RTaWduZWRVcmwiOiJGYWxzZSI6ImlnbGVN\\_cqO8eUeJsVo6Wi4DCd1DrPHXyNZtYU?Remote-logo.png](https://asiastevieawards.secure-platform.com/file/33781/eyJ0eXAiOiJKV1QiLCJhbGciOiJIUzI1NiJ9.eyJtZWVpYUlkIjozMzc4MSwiYWxsYXNpdOb3RTaWduZWRVcmwiOiJGYWxzZSI6ImlnbGVN_cqO8eUeJsVo6Wi4DCd1DrPHXyNZtYU?Remote-logo.png))

**Web Site Address**

[www.remote.com](http://www.remote.com) (<http://www.remote.com>)

**Page: Entry Information**

**Entry Title**

Angelina Samoilova

**Category**

X01 - X15 - Individual Professionals > X11. Most Innovative Sales Executive of the Year

**Submission Format**

An Essay of up to 625 Words

Essay

Overview of Achievements

Angelina Samoilova played a transformative role in Remote's expansion into the APAC region, unlocking significant opportunities for businesses to hire global talent compliantly. As the first New Business Executive in APAC, they laid the groundwork for Remote's success in a new and untapped market. By combining innovative outbound strategies, market analysis, and sales execution, Angelina not only exceeded performance targets but also established Remote's ability to connect companies with a global workforce. Their contributions directly reinforced Remote's mission: empowering businesses to extend their talent pool and hire from anywhere in the world.

Key Innovations and Impact

1. Opening the APAC Market

As Remote's first APAC New Business Executive, Angelina spearheaded the market's launch, creating opportunities for companies in the region to access global talent while ensuring full compliance with employment laws.

Innovation: Collaborated closely with the Chief Revenue Officer and VP of APAC to design and implement territory planning, tailored outbound strategies, and sales frameworks to address APAC's unique challenges and needs. By aligning with leadership on expansion goals and execution, Angelina ensured a strategic and unified approach to entering and growing the APAC market.

Impact: Made a significant contribution to driving strong revenue growth within the first year, establishing APAC as a promising high-growth market for Remote.

Strategic Importance: By unlocking access to Remote's global employment solutions, businesses in APAC could overcome local talent shortages and hire diverse, top-tier professionals worldwide, accelerating their growth and competitiveness.

2. Sales Playbooks & Tools for Scaling Success

Recognizing the need for scalable sales processes in a new market, Angelina developed comprehensive sales playbooks and tools that were adopted across the team.

Innovation: Standardized best practices for outbound strategies, email sequences, and new hire onboarding, ensuring long-term success in APAC and beyond.

Impact: Enabled new joiners to ramp up quickly and contributed to team-wide adoption of proven strategies, bridging gaps in leadership during the region's rapid expansion.

3. Empowering Companies to Hire Anywhere

Angelina actively championed Remote's mission by educating and enabling APAC businesses to embrace global hiring.

Innovation: Created tailored outreach campaigns and outbound frameworks that highlighted Remote's ability to solve complex hiring challenges. Angelina enabled innovative VC-backed startups and Australian Stock Exchange-listed global companies to compliantly hire the best talent without borders.

Impact: This work extended Remote's impact across the region, helping businesses overcome local hiring limitations and unlock access to a global pool of top-tier professionals, driving growth and competitiveness in APAC.

Recognition and Results

APAC Growth Driver: Contributed to over \$1M in ARR within 12 months through strategic territory planning and outbound execution.

President's Club Winner (2023): Recognized as a top performer for outstanding achievements in revenue generation.

Consistent Excellence: Maintained 130%+ quarterly attainment as an Account Executive while carrying a 7-figure annual quota as a Senior Account Executive.

Angelina has made a profound impact on Remote's success by opening the APAC market and empowering businesses to overcome hiring limitations, access global talent, and drive growth across the region. By delivering innovative tools, strategies, and frameworks, Angelina enabled VC-backed startups and ASX-listed companies to compliantly hire the best professionals worldwide, reinforcing Remote's mission to connect organizations with global opportunities. Their ability to innovate, execute, and inspire others has not only set new standards for APAC market growth but has also positioned Remote as a trusted leader in global employment solutions.

Key Metrics Summary:

\$1M+ ARR generated in under 12 months from APAC

18% self-generated closed revenue as an Account Executive

160% average quarterly attainment as an SDR

130%+ quota attainment with a 7-figure annual quota as Senior Account Executive

By unlocking the potential of the APAC market and delivering tools for global hiring success, Angelina has set new standards for innovation and growth at Remote.

For this category please provide

An essay of up to 625 words describing the nominee's innovative achievements since July 1 2022, **OR** a video of up to five (5) minutes in length illustrating the same.

Optional (but highly recommended), a collection of supporting files and web addresses that you may upload to our server to support your entry and provide more background information to the judges.

Credits

Christopher McNamara - CRO @ Remote Inc

Jane Lee - VP of APAC

Do You Have Supporting Files You Would Like to Upload?

Yes

Audio (Mp3), Documents (PDFs, Word, PowerPoints), Images (PNG, JPG, TIF), and Video (Mp4)

200 MB Max per File

File 1

[Redacted]

[Redacted]

[Redacted]

[Redacted]

File 5

No File Uploaded

File 6

No File Uploaded

File 7

No File Uploaded

File 8

No File Uploaded

File 9

No File Uploaded

File 10

No File Uploaded

Do You Have Website URLs you would like to link to

Yes

URL 1

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[REDACTED]

URL 7

URL 8

URL 9

URL 10

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I Agree