

Samanan “Sam” Itthiphinyo

Stoneham, MA | (781) 568-0373 | sam.itthiphinyo@gmail.com | linkedin.com/in/sam-itthiphinyo

BUSINESS DEVELOPMENT REPRESENTATIVE / SALES DEVELOPMENT REPRESENTATIVE

PROFESSIONAL SUMMARY

Targeting remote BDR/SDR roles in B2B tech, with six months of life insurance phone sales, 9+ years in hospitality, and 2.5+ years in software development. Placed 37 policies while working approximately 600 provided leads. Combines direct phone-sales experience with software development and customer-facing leadership.

PROFESSIONAL EXPERIENCE

Bartender / Shift Lead | XOXO Sushi Bar · Chestnut Hill, MA

Jan 2025 – May 2026

- Built repeat clientele through personalized recommendations; returning guests specifically requested bar seating.
- Trained coworkers and coordinated guest service and recovery during busy periods of approximately 70–120 restaurant covers.

Independent Life Insurance Producer | Self-employed

Feb 2025 – Jul 2025

- Worked approximately 600 provided leads through phone-based outreach, placing 37 term-life and final-expense policies over six months.
- Discussed coverage needs and eligibility with prospective clients to recommend suitable policy options.
- Placed policies totaling approximately \$33K in annualized premiums and \$5.3M in face coverage.

Bar Lead / Bartender | STK Steakhouse · Boston, MA

Apr 2024 – Dec 2024

- Promoted to Bar Lead, helping coordinate busy shifts across six bartenders and four barbacks.
- Trained team members on guest engagement, beverage knowledge, and consistent service standards.

Bartender | SOJUba · Boston, MA

Jan 2023 – Apr 2024

- Recommended soju, mixed cocktails, and menu items based on preferences while maintaining efficient service during game-day and weekend nightlife rushes.

Freelance Full-Stack Developer | Upwork / Self-employed · Remote

Jul 2021 – Dec 2023

- Completed 300+ contracted development hours, translating client requirements into working software solutions.
- Communicated directly with clients on project needs, progress, and outcomes in a remote environment.

Full-Stack Web Developer | Mind+Matter (Ashfield Health) · Boston, MA

Feb 2020 – Sep 2021

- Collaborated with technical and nontechnical teams to translate business requirements into web applications and workflow improvements.
- Used agency tools including Jira, Asana, HubSpot, and Google Analytics in development and project workflows.

EDUCATION

Harvard Extension School | Undergraduate studies, in progress | 2026–Present

Current coursework: Computer Science (CS50), Social Psychology. **Academic interests:** Data Science, Quantitative Psychology.

Harvard Extension School | Full-Stack Web Development Boot Camp Certificate | 2019

CERTIFICATIONS & TRAINING

High-Ticket Closer™ Certification Program (Dan Lok / HTC, Jun 2019) • Sales Machine: The Sales Training B2B Master Course (Patrick Dang / Udemy, Sep 2022) • Digital Closer University (Sumner Social, completed)

SKILLS

Sales: Outbound Calling · Cold Calling · Lead Qualification · Consultative Selling · Needs Analysis · Client Communication · Prospect Research

Tools & technical: Apollo.io · Smartlead · Readymode · Make · Calendly · Google Sheets · HubSpot (development) · JavaScript · React · Node.js