

SAAN SAELEE

SOFTWARE DEVELOPER

ABOUT

I am an enthusiastic, energetic, and self-motivated individual seeking an opportunity to further develop my technical skills across the front-end and full-stack. I love the rewarding nature of coding and am excited to continue learning, creating, and growing as a software developer.



TECHNICAL SKILLS

- G-Suite | Microsoft Office
- Slack | Teams | Discord
- Salesforce CRM
- Outreach | Groove | Apollo
- HTML | CSS | Bootstrap
- JavaScript
- Node.js | NPM
- SQL | MySQL | Excel
- Git | GitHub



EDUCATION

California State University -
Sacramento

Bachelor of Arts

Department of Social Sciences &
Interdisciplinary Studies, *Psychology*

PROFESSIONAL EXPERIENCE

Business Development

LUNCHBOX TECHNOLOGIES | AUGUST 2021 TO MARCH 2022

- Owned and managed a \$1.5M book of business producing \$400,000+ in monthly qualified opportunities and achieving 110% quota MoM in SaaS.
- Consistently exceeded key performance metrics (KPI) of 100+ activities (50 emails/50 calls) daily targeting C-suite executives and leadership with targeted personalized outreach.
- Analyzed data metrics (such as Contact Volume, Lead Response Time, BDR Capacity, Pick-Up Rate, Call Connection Rate, and A/B Test results) in order to optimize my outreach and enhance my ability to connect directly with decision-makers.
- Collaborated strategically with the Sales Leadership, Revenue Enablement, Demand Gen, & Marketing team to facilitate and support the full sales cycle of growing this \$50M Series B technology startup.
- Took ownership of B2B best practices with creative outside-of-the-box thinking with social selling to methodically target and pursue SMB, MM, and Enterprise accounts to increase their digital footprint, creating stronger relationships with their customers.

Master Mixologist

TAO GROUP HOSPITALITY | MAY 2011 TO MARCH 2020

- Escalated Customer Lifetime Value by 25% providing personalized and customer-centric product offerings.
- Improved team sales by over 15%, achieving top producer position YoY for 6 years.
- Reduced spirit costs by 40%, improved team output by 50% through consistent and effective production.

KEY COMPETENCIES

- Leadership & Management
- Business Intelligence
- Strategic & Critical Thinking
- Business & Data Analysis
- Risk Management
- Sales & Marketing
- Communication & Negotiation
- Agile | Scrum | Waterfall



SUPER SKILLS

- Humanly empathetic
- Enthusiastically-curious
- Strong communicator
- Reliable and professional
- Highly-organized
- Conscientious & detail-oriented
- Positive team player
- Fast-learner & proactive
- Tenacious & self-motivated

- Spearheaded business growth by initiating social media and word-of-mouth marketing and enhanced brand and customer loyalty by introducing cocktail offerings.
- Handled simultaneous customers, teams, and business needs while avoiding unnecessary delays or errors.
- Improved customer care by understanding and empathizing with client concerns and devising optimal solutions.

Sales & Marketing Manager

SOTO SAKE | AUGUST 2015 TO MARCH 2017

- Planned, developed, and executed the launching of the Japanese Sake brand, introducing two sake products in the high-end premium spirit category.
- Undertook business-to-business (B2B) sales across the New York market. Implemented and strategically expanded business channel partnerships and program initiatives in Florida, California, and Las Vegas retail markets.
- Secured 60+ On-Premises & Off-Premises strategic accounts in the first 12 months of launch through heavy prospecting and lead generation to closing.
- Maximized revenue from \$0 to \$500k in first year, outperforming sales targets and key performance indicators, achieving double original forecast.
- Directed branding initiatives, sales strategies, and public relations approaches, incorporating display ideas, products, back bar placement and promotions, with respect to company's priorities and customers' needs.
- Proactively called on and serviced active accounts, resolved customer complaints while prioritizing customer satisfaction and loyalty through various communication channels such as email, phone, mail, and social media.

CERTIFICATIONS

- **Professional Scrum Master I (PSM I)**
SCRUM.ORG | CREDENTIAL ID 802709
- **SQL for Data Science**
UDEMY | CREDENTIAL ID F731THL1
- **Google IT Support Professional**
GOOGLE | CREDENTIAL ID 2MH6WG3ABWAR