

JOHN BOONPHITAK

jboonphitak2@gmail.com | 210-872-1557 | San Antonio TX, 78251

work experience

Lead Sales Partner (Realtor)

June 2021 – Present

Side Inc. – All City Homes | San Antonio, TX

- Managed complex, full-cycle real estate transactions by aligning stakeholder communication, timelines, and budgets resulting in 100% on-time closings and year-over-year sales growth.
- Designed and implemented CRM-based follow-up system in Follow Up Boss with automated outreach and agent task workflows, increasing appointment conversions by 25% and adopted as the SOP for all future field marketing campaigns.
- Collaborated cross-functionally with agents, lenders, and escrow partners to align timelines, close transactions on time, and ensure white-glove client experiences

Business Administrator | Transaction Coordinator

2022 – 2024

Side Inc. – All City Homes | San Antonio, TX

- Internally tracked and analyzed reports for all business revenue ensuring compliance, accurate documentation, and timely closings.
- Assisted as point of contact with vendors, placing service orders and managing contracts with inspectors, title reps, and escrow officers.
- Supported and trained new administrative staff to take over day-to-day operations, ensuring a smooth transition.

Founder

Nov 2017 – Jan 2023

Thai Esan & Noodle House | San Antonio, TX

- Engineered procurement and vendor logistics systems that reduced overhead by 40%, maintained service continuity, and supported multi-year profitability.
- Created and implemented inventory and supply chain workflows to ensure daily operational consistency and minimal waste.
- Led day-to-day operations, staffing, and cost control using standardized SOPs, resulting in 95% on-time service and readiness for a successful business exit.

Sales Development Contractor (SDR) / Contract

Oct 2024 – Jan 2025

Glencoco | Remote

- Built scalable outreach and lead qualification processes using CRM segmentation, improving campaign engagement rates by 15%.
- Created partner evaluation criteria and ICP scoring models, enabling better prioritization and more targeted prospecting.
- Coordinated multi-channel campaigns with lifecycle sequencing, increasing speed-to-response and improving handoff to account teams.

education, certifications, training

Northwest Vista College – San Antonio, TX

Associate in Liberal Arts (2014)

- Salesforce Administrator Certification (Actively In Progress)
- Career Essentials in Generative AI by Microsoft & LinkedIn (2024)
- Workman Success Sales Systems Coaching (2022-2025)
- Intermediate SQL by Datacamp (2025)

skills & interests

- **Skills:** Consultive Problem Solving, Business Requirement Gathering, CRM & Dashboard Reporting, Cross-functional collaboration, Full Sale-Cycle Management, Data Analysis & Visualization, SQL, AI Prompting, Operations.
- **Technologies:** Google Workspace, MS Office Suite (Excel, Word, Powerpoint), Salesforce, Hubspot, Apollo.io, Asana, Slack, MLS, CoStar, Real Estate CRMs, Loom, Tableau.
- **Interest:** Traveling, Culinary Arts, Event Planning, Business Consultations & Solutions, Health Performance & Wellness, Consumer Psychology, Real Estate and Architecture.