

Samuel Sarantos

ENGINEER | DRIVING BUSINESS GROWTH

PROFESSIONAL SUMMARY

Innovative Computer Science graduate with expertise in software development and sales engineering. Skilled in client-focused solutions and bridging technical and non-technical needs. Seeking to deliver impactful solutions and drive client success in a dynamic organization.

Phone:

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Email:

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Links:

[LinkedIn](#) | [Portfolio](#)

EDUCATION

BSc Computer Science

- *California Baptist University - 2024*

EXPERIENCE

Territory Account Manager | March 2025 - Present

IntelliEvent - Remote

- Lead and negotiate high-value enterprise deals while continuing to own full-cycle sales for mid-sized and small market clients across two major territories.
- Manage the end-to-end sales process — from outbound prospecting and discovery through tailored demos, pricing strategy, and onboarding.
- Deliver strategic product presentations that align IntelliEvent's capabilities with each prospect's operational goals and challenges.
- Negotiate complex contracts to meet both client needs and company objectives, driving adoption and long-term retention.

Sales Engineer | January 2024 - March 2025

IntelliEvent - Riverside, CA

- Translate complex software capabilities into clear business value during product demonstrations.
- Exceed sales activity benchmarks (34% more calls, 42% more meetings than quota).
- Supported full-cycle sales efforts across five major territories — assisting with prospecting, discovery, technical demos, and deal negotiation.
- Utilize Python to automate data handling tasks and assist with development team imports.
- Manage website content, SEO strategy, and front-end development to enhance IntelliEvent's digital presence.

Development Intern | January 2023 - January 2024

IntelliEvent - Riverside, CA

- Conducted comprehensive data analysis, including heat-mapping large client datasets for insights into engagement pattern.
- Developed and enhanced web application features using React, Node.js, and CSS/HTML5.

SKILLS

Front-End: JavaScript, React, HTML/CSS

Back-End & Databases: Python (Pandas), SQL (MySQL, MongoDB), C++, and Java.

Other Tools & Methods: Agile Development, Git, Node.js, Figma, HubSpot, CRM's, and WordPress.

Soft Skills: Pre-Sales, Support, Technical Demos, Sales Acumen, Communication, and Project Management.