AARON JOHNSON

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SUMMARY

Finance professional and sales strategist with dual expertise in quantitative analysis and revenue operations. Completing a Finance degree at Harvard; managed portfolios worth $20M+, negotiated $5M contracts, and contributed $500K in net revenue. Blending financial training at Harvard with advanced public health insight to deliver data-driven, client-focused solutions. Skilled in financial modeling, CRM data analytics, and risk management. Targeting roles in finance, accounting, or revenue strategy.

CORE SKILLS

Financial Modeling | Data Analytics | CRM Reporting (Salesforce, HubSpot) | Portfolio Management | Revenue Forecasting | Risk Analysis | Client Advisory | Contract Negotiation | Excel | GA/PPC

EXPERIENCE

Medicare Sales Executive | Mon Valley Medicare | Remote | 06/2024 – Present - Oversaw $20M client portfolio with 300+ accounts, ensuring compliance and retention. - Increased lead-to-close efficiency by 30% with database analytics (50K+ records). - Trained and mentored agents, ensuring accurate financial plan selection. Business Development Representative | ADP | Pittsburgh | 06/2022 – 06/2024 - Partnered with finance teams to streamline ops, cutting cycle time by 10%. - Drove $500K in net revenue by aligning sales with financial modeling insights. - Enhanced retention by 15%, improving recurring revenue predictability. Business Development Representative | TransLoc | Raleigh | 10/2020 – 04/2022 - Negotiated $5M+ in contracts, increasing annual revenue 15%. - Applied HubSpot analytics to improve forecasting accuracy. - Increased conversion rates 30% by qualifying accounts with financial metrics.

EDUCATION

A.L.M. Finance — Harvard Extension School (Expected 2025) MPH — University of Southern California (2020) B.A., General Studies — National University (2017) Columbia University — Completed 3 years of Economics & Finance coursework (transferred)