

AARON JOHNSON

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SUMMARY

Tech-driven sales executive with 5+ years in SaaS, healthcare, and B2B sales. Proven record of scaling revenue pipelines, shortening sales cycles, and training teams. Skilled in Salesforce, HubSpot, and AI-enabled sales tools. Blending financial training at Harvard with advanced public health insight to deliver data-driven, client-focused solutions. Targeting Sales Engineer or SaaS AE roles in high-growth AI environments.

CORE SKILLS

Salesforce | HubSpot | LinkedIn Sales Navigator | ZoomInfo | AI/CRM Automation | Pipeline Management | SaaS Demos | Technical Sales Support | Medicare & HealthTech Sales | B2B Negotiation

EXPERIENCE

Medicare Sales Executive | Mon Valley Medicare | Remote | 06/2024 – Present - Managed 300+ clients with \$20M+ portfolio across Medicare plans. - Improved lead response by 30% through CRM optimization and AI-driven outreach. - Interviewed and trained new agents, building a replication-ready playbook. - Shortened average sales cycle to 14–21 days via consultative selling strategies. Business Development Representative | ADP | Pittsburgh | 06/2022 – 06/2024 - Cut sales cycle by 10%, generating \$500K+ in new revenue. - Executed precision targeting with Sales Navigator + ZoomInfo. - Boosted client retention 15% through post-sale engagement strategies. Business Development Representative | TransLoc | Raleigh | 10/2020 – 04/2022 - Secured \$5M in new contracts, driving 15% YoY revenue growth. - Refined lead qualification, lifting conversions 30% while handling 100+ daily cold calls. - Launched digital presence campaigns, increasing site traffic by 20%.

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)