**AARON JOHNSON**

Pittsburgh, PA | aaronj@alumni.usc.edu | (412) 546-8624 | linkedin.com/in/aaj2127

# **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)