

Aaron M. Gardner

Gilbert, AZ 85295

aaronmgardner1@gmail.com

(847) 975-0129

aaronmgardner1@gmail.com

[linkedin.com/in/aarongardner55](https://www.linkedin.com/in/aarongardner55)

Seeking a Sales/Account Executive position in the Phoenix area

Passionate about sales and customer service. I have cold-calling, consultative selling, training, and CRM software experience. Build rapport with customers to gain insight for upselling. Work well as a team player towards sales goals.

EXPERIENCE

Tesla | Inside Sales Advisor, Fremont, CA

January 2019-March 2019

Trained to educate and inspire potential customers through the purchase and configuration process. Proven success with sign-ups for test drives and moving customers further in the sales cycle. Able to utilize my Tesla product knowledge, sustainability background, and marketing skills to maximize phone time and build rapport with consumer leads.

Martindale-Nolo | Account Executive, Pleasanton, CA

April-December 2018

Consult with attorneys and legal professionals regarding online marketing and lead generation solutions. Initiate 50+ calls per day. Use our vast marketing network to promote our brand with clients and create rapport. Cold-call prospective clients, set-up and perform demos, and close deals. Upsell additional services to existing customers. Utilize Salesforce and Outreach. High success rate for closing sales.

Reach150, A SmartZip Company | Product Specialist, Pleasanton, CA

April 2017-January 2018
Real Estate – Data & Analytics

Key accomplishments included onboarding new customers, weekly trainings of staff on core features of Reach150's software platform, participating in strategy webinars to drive client success, integrating SmartZip's branding into Reach150 web pages and digital advertisements. Worked directly with Enterprise Clients to maximize relationships and ensure retention. Developed support case response templates to increase efficiency. Pursued upgrade opportunities to help drive sales revenue.

Entercom | Alt 105/95.7 The Game Promotions Team, San Francisco, CA

May 2016-December 2018

Worked to promote sports radio and alternative music station at Bay Area events. Responsibilities included set-up of promotional tent, activities, and merchandise. Developed rapport with attendees as they experienced the Bay Area's premier, local audio, entertainment.

Enterprise Rent-A-Car | Management Trainee Intern, Dublin, CA

May -August 2016

Consistently recognized for obtaining high TAR (total additional revenue) and excellent customer service at local branch. Completed a retail market analysis for new branch location.

SKILLS

Microsoft Office 365, Salesforce, Outreach, Sales, Fusebill, HTML code,
Social Media, SEO/SEM Analysis, Online Advertising, Upsell, Environmental Awareness

EDUCATION

Arizona State University

Bachelor of Science

Major: Marketing/Sustainability

December 2016

Tempe, Arizona