

Aaron Gocer

Lawndale, CA

-Email me on Indeed: <http://www.indeed.com/r/Aaron-Gocer/1616fc4e5ec22a3a>

ACCOUNT EXECUTIVE

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Seasoned, tech-savvy, results-oriented sales account executive with 15+ years of experience in developing and maintaining client relationships, and closing high-value deals to ensure continued business growth and expansion. Influential, natural, and dedicated sales professional with proven adeptness in multicultural teams to accomplish set objectives and deliver exceptional outcomes. Proven success in achieving set sales goals and increasing brand awareness and loyalty by defining and executing sales strategies.

Expert at setting realistic and challenging goals to increase company sales, growth, and profitability

Excel at balancing multiple responsibilities within challenging, fast-paced environments while displaying top-level time management, problem-solving, communication, and decision-making skills.

Recognized regularly for achieving and exceeding sales targets

Willing to relocate: Anywhere

Work Experience

Enterprise Account Executive

CHARTER COMMUNICATIONS, INC - El Segundo, CA
November 2022 to May 2023

Represented a Fortune 100 company and market leader

Prospected via door knocking, email, cold calling, social media, LinkedIn, and business partners

Effectively used various prospecting software such as Zoominfo, Showpad, Salesforce, or Outreach

Presented technical concepts in understandable ways and closed high-ticket deals

Offered dedicated fiber internet, managed IT and telecommunication services

Prepared and conducted both face-to-face and online client meetings

Added 10 to 20 new prospects daily to Outreach and completed all tasks regularly

Reached out to 40 to 60 potential customers daily via cold calling, door knocking, or LinkedIn messaging

Secured new accounts and achieved 815% of the ramp quota

Strategic Account Executive

TOTAL BLOSSOM LLC - Lawndale, CA
August 2019 to October 2022

Created sales plans and strategies to prospect, develop and open new accounts

Reached out to potential prospects via email, cold calling, social media, and LinkedIn

Answered client's questions about products, prices, availability, credit terms, and contracts

Prepared and presented over hundreds of client meetings

Accelerated demand for company products and services

Offered digital marketing, business consultation, web and software development services

Boosted sales of software applications and marketing services, generating over \$1M annually in less than a year

Senior Account Manager

M I C R O W O R L D - Torrance, CA

June 2008 to July 2019

- # Prospected and quickly built rapport with potential customers
- # Built and maintained positive, long-term customer relationships and delivered exceptional customer experiences
- # Managed overall sales funnels and pipelines to achieve overall company objectives
- # Secured additional cost savings and ensured reciprocity by negotiating and approving agreements or contracts
- # Contributed to the overall growth of the business by maximizing revenue from 0 to \$25M
- # Acquired and managed high-value strategic accounts, negotiated and closed successful business deals
- # Consistently hit monthly, quarterly, and annual revenue targets
- # Performed regular check-ins with existing customers to ensure their needs were being met

Education

Bachelor's degree in Electrical Engineering

University of California-Los Angeles - Los Angeles, CA

Skills

- Research & Development
- Digital Marketing
- Telecommunication
- Salesforce
- Email Marketing
- Account Management

Assessments

Sales skills — Proficient

October 2022

Influencing and negotiating with customers

Full results: [Proficient](#)

Customer focus & orientation — Proficient

August 2023

Responding to customer situations with sensitivity

Full results: [Proficient](#)

Indeed Assessments provides skills tests that are not indicative of a license or certification, or continued development in any professional field.