

# Alvena Langohr

Sales Manager

## Profile

Dynamic Sales Manager with 8 years of experience in driving revenue growth and building high-performing teams. Expert in strategic planning and market analysis, skilled at forging strong client relationships and optimizing sales processes to exceed targets consistently.

## Employment History

### Sales Supervisor at Salesforce, MO

Apr 2025 - Present

- Spearheaded a 15% increase in quarterly sales revenue by implementing targeted training programs, enhancing the team's product knowledge and selling techniques.
- Developed and executed strategic sales plans that resulted in securing three major enterprise clients, contributing to a 10% growth in market share within one fiscal year.
- Optimized team performance through data-driven analytics, identifying key areas for improvement which led to a 20% boost in customer satisfaction scores.
- Managed a diverse sales team of 12 professionals, fostering an environment of collaboration and accountability that improved overall productivity by 18%.
- Collaborated with cross-functional teams to streamline the sales process, reducing the average sales cycle time by two weeks and increasing closing rates by 25%.

### Senior Sales Representative at Oracle, MO

Jan 2022 - Mar 2025

- Spearheaded a cross-functional team to drive a 28% increase in regional software sales over two fiscal quarters, leveraging strategic partnerships and innovative outreach initiatives.
- Developed and implemented comprehensive sales strategies that led to the acquisition of 12 high-profile enterprise clients, enhancing Oracle's market presence and contributing to a \$3.6 million revenue boost.
- Mentored and coached a team of 15 junior sales associates, resulting in a 40% improvement in individual performance metrics and fostering a culture of continuous professional development.

### Sales Representative at Microsoft, MO

Dec 2017 - Dec 2021

- Spearheaded a cross-functional initiative that boosted regional sales by 17% over six months, leveraging data-driven insights to optimize client engagement strategies.
- Led a team of eight sales associates, implementing targeted training programs that increased individual productivity by 22%, resulting in a significant uptick in quarterly revenue.
- Cultivated executive-level relationships with key industry players, driving the acquisition of three major accounts and contributing \$1.8 million in new business revenue annually.

## Details

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(614) 289-1993

Independence, MO

## Links

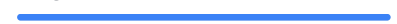
[linkedin.com/in/alvenalangohr](https://www.linkedin.com/in/alvenalangohr)

## Skills

CRM Mastery



Negotiation



Data Analytics



Strategic Planning



Leadership



Forecasting



Relationship Building



Market Analysis

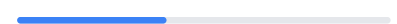


## Languages

English



French



## Hobbies

Photography

Cooking

Gardening