

## **Alpha Tongor**

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### **PROFESSIONAL PROFILE**

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I'm a high-performance entrepreneur and investor with over 10 years of professional experience. I have shown consistent success in maximizing performance in projects assigned to me or organizations I've managed. My ability to drive growth, generate revenue, capture market share, improve profits, and enhance value in domestic and international markets are my key strengths. I'm a well diverse mentor, motivator, and I have led high-performance businesses, sales, marketing, product management, and teams. Im aslo a community organizer and an advocate for community empowerment and social and economic development.

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### **VALUE PROPOSITION**

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- Effective and solely accountable in high-profile roles
  - Visionary thinker with entrepreneurial drive
  - Strong orientation in marketing and finance
  - Business development expert
  - Marketing strategist and tactician
  - Experienced in advanced technologies and product development
  - Community Organizer
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### **PROFESSIONAL EXPERIENCE**

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Swift Financial Partners, Columbus, OH

2013 to Present

#### ***National Sales & Project Director/Managing Partner***

- Create and implement effective direct sales strategies and lead nationwide direct software and bank product sales personnel toward achievement of corporate sales objectives.
- Develop competencies and processes required to create an effective and efficient sales process for the organization.
- Provide leadership through effective communication of vision, active coaching and development while comparing sales results to goals and taking appropriate action to correct when necessary.
- Provide sales management, budget control, compensation programs and incentive planning.

- Ensure effective hiring, orientation, training, development and retention of sales and clinical education staff.

JPS Print, Columbus, OH

2006 to Present

***Business Development Specialist/Managing Partner***

- Create plans to achieve new business objectives, and execute established plan to meet company's sales goal
- Prospecting to acquire new business
- Maintaining a full pipeline of qualified opportunities at various stages of the sales process
- Serve as account owner—responsible for all sales strategy and introducing appropriate subject matter experts into the sales process as necessary
- Ensuring a smooth customer transition from sales to customer service
- Train new sales associates

**EDUCATION**

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- **LaSalle University, Philadelphia, Pa**
- *Business Administration (BSC-2004)*
- **Ohio Dominican University, Columbus, OH**
- *Business Administration (MBA-2011)*
- **Harvard Business School Online**
- *Management Essential (Certificate Program-2019)*

**HONORS and MEMBERSHIPS**

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- New American Leadership Academy (NALA)- Class of 2019
- Leadership Ohio – Class of 2020

**COMMUNITY SERVICE**

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- Liberians in Columbus Inc. (LICI) - *President*
- New Beginning Pentecostal of Christ- *Administrator*
- Central Ohio African American Chamber of Commerce (COAACC)- *Board Member*
- Bexley/Whitehall Rotary Club – *Member*
- Union of Liberian Associations in the Americas(ULAA)- *Northern Region VP*