

# LiveHive Names Jennifer Brandenburg As Chief Revenue Officer

*Former Oracle Executive to Drive Hyper-Growth of Industry's Most Comprehensive Sales Acceleration Platform*

SAN JOSE, CALIFORNIA, USA, November 4, 2015 /EINPresswire.com/ -- [LiveHive, Inc.](#), the industry's most comprehensive sales acceleration platform, today announced that it has appointed former Oracle sales executive Jennifer Brandenburg as Chief Revenue Office (CRO). Brandenburg brings with her more than 20 years of deep enterprise sales experience managing sales operations and growing sales organizations in the high technology industry. Brandenburg has led sales organizations at early stage startups to large enterprise companies worldwide, including serving as regional VP, CRM OnDemand sales at Oracle Corporation, where she increased ASP by 100% and closed over \$16 million in revenue annually.

"[LiveHive](#)'s customer base is growing rapidly," said Suresh Balasubramanian, CEO of LiveHive, Inc. "This makes it the perfect time for us to bring Jennifer on board. Her broad experience and proven success at some of the biggest tech companies in Silicon Valley make her the most qualified person to lead our sales organization and drive revenue during this hyper-growth stage."



Jennifer Brandenburg, CRO,  
LiveHive, Inc.

"I've been in sales and operations my entire professional career and understand first-hand the critical need that LiveHive fills for sales organizations," said Jennifer Brandenburg, CRO of LiveHive, Inc. "LiveHive's analytics and automation give teams a powerful solution to maximize sales productivity. As a sales leader, I look forward to bringing these capabilities to customers and quickly scaling LiveHive."

## About LiveHive

Headquartered in San Jose, California, LiveHive, Inc. delivers a complete sales acceleration platform that empowers sales leaders with deep buyer-based engagement analytic insights into the effectiveness of their team's sales efforts. With LiveHive's comprehensive analytics, sales organizations can personalize and automate their follow-up to get more time in the day to focus on building sales relationships and accelerating sales.

LiveHive helps sales leaders get insight into reps' email, calling and follow-up activity, ramp up new reps to full productivity faster, and ensure consistent messaging across the organization, empowering them to build a successful repeatable sales process. LiveHive's SmartPath automated email sequencing, and award-winning engagement analytics let sales reps focus on core selling activity and

sales leaders quickly understand the effectiveness of their sales teams' efforts. For more information, visit [www.livehive.com](http://www.livehive.com) and follow [@LiveHive](https://twitter.com/LiveHive).

Jennifer Dignum  
LiveHive, Inc.  
408-453-6000  
[email us here](#)

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