



Alan Lang
Senior Vice President of Physical Services and Auctions, Cox Automotive

As senior vice president of physical services and auctions at Cox Automotive's Inventory Solutions,

Alan Lang spearheads strategic client initiatives designed to enhance the efficiency and profitability of Manheim's physical services, auctions and marketplace. He is responsible for guiding the reimagination of auction operations, processes and vehicle services to ensure that Cox Automotive is well positioned for future growth.

With nearly two decades of industry experience and deep knowledge in operations, finance, relationship building and creating high performance teams, Lang joined Cox Automotive in 2016. As Manheim divisional vice president, he led the development and execution of strategies to increase market share, revenue and client satisfaction for Manheim's physical and digital marketplaces. Prior to this role, he served as senior vice president, operations and business development at NextGear Capital (formerly Dealer Services Corporation) where he oversaw the daily operations of a \$1.9 billion portfolio.

Lang earned a Bachelor of Arts in Finance from the University of Kentucky, Gatton College of Business. He also holds a certificate of completion from the University of California, Berkeley's "Leading Innovative Change" leadership development program. In addition, Lang is a member of Cox's SALUTE Employee Resource Group that fosters an inclusive workplace, while serving and advocating for veterans, active military, their families and supporters.