

The Intelligent Revenue Roadshow

London: 2nd November 2021

It's time for a different revenue story. An Intelligent Revenue story.

Intelligent Revenue is a new approach to creating the resilience that your business needs to grow profitably and predictably, regardless of changes in the market. It not only considers the boardroom strategy for business growth, but also the operating system to drive seller behaviour.

At Unleashed on Tour London, you will learn how to put sellers at the heart of your Revenue Operations strategy to drive resilience, predictability and profitability for your business. See you there!

Opening Sessions

13.30 - 14.00	Registration & Refreshments
14.00 - 14.30	Keynote: From Boardroom Strategy to Seller Behaviour: Why Intelligent Revenue is the Future of Business Resiliency
14.30 - 15.00	Partner Panel: How Salesforce.com with Xactly can give you a 360° of your Revenue Health

Breakouts

	Track A: Revenue Performance Management	Track B: Revenue Intelligence
15.00 - 15.30	The Path to Revenue Operations: Where it started and where it is going	World Class Growth Leaders: What businesses need to succeed
15.30 - 16.00	How technology supporting incentives will help drive greater revenue growth in your business	Pipeline to Paycheck: How Xactly has used its own technology to improve seller behaviour across the sales cycle
16.00 - 16.30	Coffee Break	
16.30 - 17.00	Xactly on Xactly - How Xactly built a revenue engine by leveraging our own solutions	How Revenue Intelligence will help keep and retain your best talent and reduce attrition
17.00 - 17.30	Interactive Breakouts	
17.30 - 19.30	Networking Reception	