

The Intelligent Revenue Roadshow

11th November 2021

Sheraton Munich Arabellapark Hotel
Arabellastrasse 5, 81925 Munich

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 Munich, 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!

Agenda

- 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
Speaker: Frank Dehne, Xactly
- 14.30 - 15.00 The Salesforce Approach to RevOps: How Salesforce.com has transformed RevOps with Xactly
Speakers: Mathieu Pouydesseau, **Salesforce** + Frank Dehne, Xactly)
- 15.00 - 15.30 World Class Growth Leaders: What Businesses Need to Succeed
Speaker: Accenture (TBC)
- 15.30 - 16.00 Xactly on Xactly: How to use Xactly Forecasting to drive seller behaviour and reduce rep attrition
Speaker: Frank Dehne, **Xactly**
- 16.00 - 16.30 **COFFEE BREAK**
- 16.30 - 17.00 Panel Discussion: Driving Revenue Growth: Take care of your employees and they will take care your business
Speaker: Johannes Füß, **Egym**, Agnieszka Piwnicka, **SandS Partners**, Frank Dehne, **Xactly**
- 17.00 - 17.30 **INTERACTIVE ROUNDTABLES**
Roundtable A: Intelligent Revenue & Sales Forecasting
Roundtable B: Revenue Performance Management & Incenting
- 17.30 - 19.30 **NETWORKING RECEPTION**