

# The Intelligent Revenue Roadshow

**9th November 2021**  
Paris Marriott Champs-Élysées  
70 Av. des Champs-Élysées, 75008 Paris

**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 Paris, 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!

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13.30 - 14.00 **REGISTRATION & REFRESHMENTS**

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From Boardroom Strategy to Seller Behaviour: Why Intelligent Revenue is the Future of Business Resiliency & What is the Intelligent Revenue Platform

**Speaker:** Gregory Nacmias, **Xactly**

14.00 - 15:30

Panel: How BI combined with Xactly will help you achieve your revenue goals and set you up for success

**Speakers:** William Barkats, **Next Decision** + Thibault Rousvoal, **Xactly**

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15.30 - 16.00 **COFFEE BREAK**

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Xactly on Xactly: How to use Xactly Forecasting to drive seller behaviour and reduce rep attrition

**Speakers:** Mathieu Nakas, **Xactly**

16.00 - 17.00

Tips and tricks for streamlining your incentives processes to create business efficiencies and drive greater revenue growth

**Speakers:** Alnour Imambaksh, **GE Renewable**

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17.00 - 19.00 **NETWORKING RECEPTION**

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