

The Intelligent Revenue Roadshow

17th November 2022

Venue to be announced shortly

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 behavior.

At Unleashed on Tour San Jose, 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!

13.30 - 14.00 **REGISTRATION & REFRESHMENTS**

A Revenue Outlook: The State of US Business

Digital transformation has accelerated in almost every industry, but how exactly have buyers and sellers across the US and beyond adapted, and what's next?

14.00 - 15.30:

From Boardroom to Bookings: Identifying the Challenges in GTM Execution

Sales leaders review of the challenges to business, and specifically sellers, today as they prepare for tomorrow and why putting sellers at the heart of your business will drive resilience, predictability and pipeline efficiency for your business.

Intelligent Revenue: A New Model for RevOps

An interactive discussion on the rise of RevOps and how it accelerates predictable revenue and drives transparency and accountability at scale.

15.30 - 16.00 **BREAK**

16.00 - 17.00

Going to Market: The Strategies, the Stack and the Stories

Our panel of customers and experts will discuss the tools and tactics that incentivize the right seller behaviors and simplify planning and forecasting.

Starting Where you Are: Assessing your Current Situation

Where are you on your journey? Learn how to assess your RevOps maturity, uncover the opportunities that lie ahead, and come up with a plan to solve your challenges.

17.00 - 19.00 **NETWORKING RECEPTION & CANAPES**

