

#SAASGROWTH2019

AGENDA

London's No 1 Sales Leadership Conference

3rd July 2019

Queen Elizabeth Olympic Park, Plexal, HereEast, London, E20 3BS

8.00		WELCOME & REGISTRATION			
HYPERGROWTH					
9.00		Sales Confidence	James Ski	Founder	Welcome
9.05	KEYNOTES	NewVoiceMedia	Jeremy Straker	SVP International	Start up to Scale up: the journey to a \$350M exit
9.20		Peakon	Neil Ryland	CRO	From \$0 to \$10M - What not to do
9.50	PANEL	Oxx Notion Capital Salesforce Ventures Silicon Valley Bank	Thomas Eskebaek Chris Tottman Martin Afshari-Mehr Flavia Popescu-Richardson	Investment Manager General Partner VC Investor VP Early Stage Practice	Do VCL care about Sales Leaders? By Flavia Popescu-Richardson
10.20	90 SEC QUICK FIRE INSIGHTS	SalesLoft Cognism Highspot Refract G2	Ollie Sharpe Nazma Qurban Richard Langham Richard Smith Henrique Moniz de Aragao	VP of Revenue, EMEA CRO MD EMEA Co-Founder & Head of Sales VP & GM EMEA	Sales Technologies: What problem do we solve
10.30 - 11.00 MORNING BREAK					
LEADERSHIP					
11.00	KEYNOTE	SalesLoft	Ollie Sharpe	VP Revenue, EMEA	Sport Science: driving peak performance in Sales
11.15		Zendesk	Karen Muldoon	Sales Leader, UK	The ever changing workplace: coaching the new generation of Sales teams
11.30	PANEL	Paddle Venatrix DocuSign Apptio Sales Confidence	Adam Kay Elaine Tyler Jacqueline de Garnier Tom Castley James Ski	VP of Sales Founder & CEO Area VP, Commercial Sales VP Account Management Founder	Confidence & Leadership: Real Talk By James Ski
12.00	7MINS POWER RESENTATIONS	Okta, Inc. Kandide Cognism Highspot	Jesper Frederiksen Alex van Klaveren Nazma Qurban Richard Langham	VP & GM EMEA CEO CRO MD EMEA	Internationalisation: Expanding into new markets successfully Research findings on what matters to Sales people Inspiring young professionals as a competitive advantage Using Sales Enablement to be more client centric
12.30 - 14.00 LUNCH					
LEADERSHIP					
14.00	10 MINS POWER PRESENTATIONS	WinningByDesign OutsideIN Performance Gener8	Andy Farquharson Angie Vaux Martin Tucker	General Manager EMEA Founder & CEO Founder & CEO	Innovation in your SAAS Sales process How Emotional Intelligence can increase Sales?
14.20	PANEL	University of Cambridge Notion Capital Ingenuio Ometria Sales Confidence	Dr Helen Taylor Chris Tottman Sophie Rason Pete Crosby Lauren Cartigny	Researcher, PhD General Partner Director CRO COO	Neuro-diversity: hiring out-of-the box thinkers to drive growth By Lauren Cartigny
14.50	7MINS POWER RESENTATIONS	Clari Heresy Onfido	Vernon Bubbs Dimitar Stanimiroff Jennifer Bers	Director of Sales, EMEA Founder & CEO VP Sales	The future of forecasting: Moving away from Spreadsheet Hell Why sales people are addicted to opium Motivating Sales teams after closing a funding round
15.10	90 SEC QUICK FIRE INSIGHTS	Showpad Xactly Ebsta Clari Jimminy	Jim Preston Lucy Hudson Guy Rubin Vernon Bubbs Tom Lavery	Director of Sales, UK & Nordics Marketing Director EMEA & APAC Founder & CEO Director of Sales, EMEA CEO & Founder	Sales Technologies: What problem do we solve
15.30 - 16.00 AFTERNOON BREAK					
HYPERGROWTH					
16.00	7MINS POWER RESENTATIONS	G2 Showpad Zuora	Henrique Moniz de Aragao Jim Preston Brendan Walsh	GM EMEA Director of Sales, UK & Nordics VP EMEA	What no one taught me about building European sales teams Building teams to scale: 3 lessons learnt The Role of Leadership: From Start up to Post IPO
16.20	KEYNOTE	Ometria	Pete Crosby	CRO	Building The Sales Machine for hypergrowth
16.50	FIRESIDE CHAT	Akkroo	Chris Wickson	General Manager	Culture & Value Fit for a successful acquisition
17.05	KEYNOTE	SNP Communications	Renn Vara	Co-Founder	Bringing it all together: How to think like a founder
17.35	CLOSING & AWARDS	Sales Confidence	James Ski	Founder	Top 50 UK SaaS Companies To Work For Awards Ceremony
18.00 THE END					
DRINKS					
COGNISM AFTER PARTY					
FOUR QUARTERS BY THE CANAL (NEXT DOOR TO VENUE)					