

Schedule - 1st Sales regional summit 29. - 30.8.2019

Location: Hotel Sheraton, Novi Sad
Date: 29.8.2019 - 30.8.2019

DAY 1, 29.8.2019			DAY 2, 30.8.2019		
Hour	Presenter	Activity	Hour	Presenter	Activity
9:30 - 10:00	Mr. Ambrož Jarc, Products Marketing Manager, Datalab Tehnologije d.d	Introductory speech	10:00 - 11:00	HR sales/MA team and HR partners	1) HR team should present their 1 - 3 biggest leads , which sales are in progress, and how they intend to deal with them. 2) HR team should present 1 - 3 their best DL sales practices (major projects that have been closed and why), how they run their entire process from marketing to implementation and in what stages (why these phases have been successful). 3) HR team should present 1 - 3 their best partners sales practices (major projects that have been closed with partners and why), how they run their entire process from marketing to implementation and in what stages (why these phases have been successful).
10:00 - 11:00	SI sales/MA team and SI partners	1) SI team should present their 1 - 3 biggest leads , which sales are in progress, and how they intend to deal with them. 2) SI team should present 1 - 3 their best DL sales practices (major projects that have been closed and why), how they run their entire process from marketing to implementation and in what stages (why these phases have been successful). 3) SI team should present 1 - 3 their best partners sales practices (major projects that have been closed with partners and why), how they run their entire process from marketing to implementation and in what stages (why these phases have been successful).	11:00 - 11:30	CB	
11:00 - 11:30	CB		11:30 - 12:30	MK sales/MA team and MK partners	1) MK team should present their 1 - 3 biggest leads , which sales are in progress, and how they intend to deal with them. 2) MK team should present 1 - 3 their best DL sales practices (major projects that have been closed and why), how they run their entire process from marketing to implementation and in what stages (why these phases have been successful). 3) MK team should present 1 - 3 their best partners sales practices (major projects that have been closed with partners and why), how they run their entire process from marketing to implementation and in what stages (why these phases have been successful).
11:30 - 12:30	SR sales/MA team and SR partners	1) SR team should present their 1 - 3 biggest leads , which sales are in progress, and how they intend to deal with them. 2) SR team should present 1 - 3 their best DL sales practices (major projects that have been closed and why), how they run their entire process from marketing to implementation and in what stages (why these phases have been successful). 3) SR team should present 1 - 3 their best partners sales practices (major projects that have been closed with partners and why), how they run their entire process from marketing to implementation and in what stages (why these phases have been successful).	12:30 - 13:30	LUNCH	
12:30 - 13:30	LUNCH		12:30 - 13:30	LUNCH	
13:30 - 14:30	BA sales/MA team and BA partners	1) BA team should present their 1 - 3 biggest leads , which sales are in progress, and how they intend to deal with them. 2) BA team should present 1 - 3 their best DL sales practices (major projects that have been closed and why), how they run their entire process from marketing to implementation and in what stages (why these phases have been successful). 3) BA team should present 1 - 3 their best partners sales practices (major projects that have been closed with partners and why), how they run their entire process from marketing to implementation and in what stages (why these phases have been successful).	13:30 - 15:00	Certification (only for Datalab)	PANTHEON for Sales
14:30 - 15:00	KS team	1) KS team should present their 1 - 3 biggest leads , which sales are in progress, and how they intend to deal with them. 2) KS team should present 1 - 3 their best DL sales practices (major projects that have been closed and why), how they run their entire process from marketing to implementation and in what stages (why these phases have been successful).	15:00	END OF 1st Sales Summit	
15:00 - 15:30	CB				
15:30 - 16:30	ALL	Meeting of Sales, MA, partner teams - exchange of opinions, open issues, search for solutions			
18:00 - 19:00	Dinner at the hotel				
19:00 - 21:00	Walk through the city center of Novi Sad				
21:00 - till morning	Visit of the local pub in Novi Sad city center and party				