

Agenda day two

27.04.2023 MAIN STAGE



MAIN STAGE

09:00

(Vortrag auf Deutsch)

The doors open at 9:00 am - so you can start networking over your first coffee or find yourself a good seat.

MAIN STAGE

09:50

(Vortrag auf Deutsch)

Opening of the event and welcome by the organizers.



Helena Baras
Sales Summit



Thomas Promny
Sales Summit

MAIN STAGE

10:00 Keynote in preparation

(Vortrag auf Deutsch)

MAIN STAGE

10:30 How is the working world in sales changing?

(Vortrag auf Deutsch)

What will the sales teams of the future look like? What are the new challenges and what is needed for continued successful collaboration?



Lars Rohde
Deutsche Telekom



Patricia Schwan
POLYAS



Patrick Weindok
HeyJobs



Sebastian Trampenau
Jodel



Markus Nagorsen
Faktor X

Moderation:



Ina Börner
NO DIRTY TALK

MAIN STAGE

11:15 Sustainability in sales

(Vortrag auf Deutsch)

The sustainability transformation is on the rise. What does sustainability mean in sales, what challenges does it bring, and how does it change the relationship with the customer?



Martin Geisthardt
FC St. Pauli

MAIN STAGE

12:00 Keynote in preparation
(Vortrag auf Deutsch)



Dr. Jens Hutzschenreuter
Digital Business Group

MAIN STAGE

12:30 Lunch break

MAIN STAGE

13:30 Keynote in preparation
(Vortrag auf Deutsch)

MAIN STAGE

14:00 Digitalization in sales
(Vortrag auf Deutsch)

How is digitalization changing the sales business? Which tools and software solutions are being used and what do new successful processes in sales look like?



Martin Gutschmidt
CASAFARI



Paul Dumitrescu
MEWA Textil-Management



Florian Wehmann
Vodafone DE



Andreas Mertes
myneva Deutschland

MAIN STAGE

14:45 Crisis management in sales - can it also be done in a sustainable and innovative way?
(Vortrag auf Deutsch)

Today, companies and their managers not only face the challenges of digitalization or the shortage of skilled workers. At the same time, the topic of sustainability should receive our attention - but: a new economic order is still emerging. We have crisis - in the company and especially in sales! Many companies and executives still believe and hope that things will get back to the way they used to be - or that everything won't be so bad in the end. This is an illusion. Companies that think this way are endangering their existence! Sales must use these multiple crises to position themselves for the future. This means that sustainability and innovation must be part of the solution. The lecture will provide guidelines and solution approaches.



Christina Riess
Bundesverbandes der Vertriebsmanager e. V.

MAIN STAGE

15:15 Coffee break

MAIN STAGE

15:30 How much customer proximity does modern B2B sales need?

(Vortrag auf Deutsch)

Can video calls replace phone calls or face-to-face meetings? Leading sales managers discuss their experiences and strategies.



Tim Jost

KSV Holstein von 1900 e.V.



Jens Thomas

Chargecloud



Matthias Budel

BauWatch



Benjamin Bodden

Fujitsu



Robin Engelbrecht

Telefónica Business Sales

MAIN STAGE

16:15 Keynote in preparation

(Vortrag auf Deutsch)

MAIN STAGE

16:45 Main Stage Speaker Awards Ceremony

(Vortrag auf Deutsch)

The top three speakers from our Main Stage will be honored. You decide which speakers you found particularly inspiring, charismatic and innovative. Voting will take place using our app. Access is via your ticket code.

MAIN STAGE

17:00 For all visitors: Networking, drinks & music

MAIN STAGE

23:00 End of Sales Summit 2023

Agenda day two

27.04.2023 MASTERCLASSES



MASTERCLASSES **09:00**

(Vortrag auf Deutsch)

The doors open at 9:00 am - so you can start networking over your first coffee or find yourself a good seat.

MASTERCLASSES **10:15** **Negotiation Advisory Group - Masterclass in preparation**

(Vortrag auf Deutsch)

MASTERCLASSES **16:45** **Masterclass Speaker Award Ceremony**

(Vortrag auf Deutsch)

The top three speakers from our Masterclass will be honored. You decide which speakers you found particularly inspiring, charismatic and innovative. Voting will take place using our app. Access is via your ticket code.