

Battery Ventures Sales Summit

May 22, 2018 | 11:30am - 7:30pm | San Francisco, CA

ABOUT THE EVENT

The Battery Ventures Sales Summit will offer a power-packed afternoon of content to help take your sales organization to the next level. Come meet fellow VPs of sales from across the Battery portfolio for detailed discussions, best practices and actionable insights.

Over the course of the afternoon, you'll hear from sales leaders who have successfully grown their organizations into technology powerhouses. You will also meet peers at companies at the same growth stage as your organization, or a pace or two ahead. The day will offer hands-on advice for fine-tuning your sales processes and growing your team and broader organization strategically, as you scale.

Topics include:

- Strategically scaling your sales organization
- Sales recruiting, hiring and operations best practices
- Growing revenue from your installed base
- Building a winning sales culture

We hope you can join us!

WHEN /

May 22, 2018

Summit: 11:30-5:45 PM

Cocktails: 5:45-7:30 PM

WHERE /

The Bently Reserve

301 Battery Street

San Francisco, CA 94111

SPEAKERS



Kate Ahlering

Senior VP of Global Sales
Glassdoor



Tom Aitchison

Former EVP, Global Sales
Coupa



Bill Binch

Former EVP
Worldwide Sales
Marketo



Kirk Bowman

Former Sales Executive
VMware, PTC



Adnan Chaudhry

Senior Vice President,
Commercial Sales
Salesforce



Kirk Dunn

Former COO
Cloudera



Andrea Lagan

SVP &
Chief Customer Officer
FinancialForce



John McGee

Managing Director,
West Region
SAP, North America

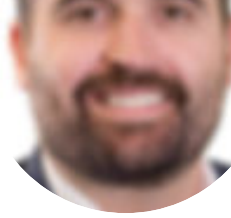




Nick Mehta
CEO
Gainsight



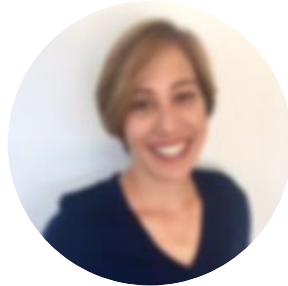
Dali Rajic
Chief Revenue Officer
AppDynamics



Ryan Toben
VP of Corporate Sales &
Revenue Operations
Gainsight



John Turner
Chief Revenue Officer
Chronicle, an Alphabet Company



Jami Zakem
Vice President,
Customer Experience &
Customer Success
Eventbrite



Adam Charlson
Managing Partner
Focus Search Partners

AGENDA

11:30 AM

Lunch

12:30 PM

Opening Remarks

12:45 PM

Zero to 100+: Scaling Your Sales Organization

Kirk Dunn, former COO, Cloudera

Tom Aitchison, former EVP Global Sales, Coupa

1:45 PM

Sales Recruiting, Hiring, Scaling and Operations

John Turner, Chief Revenue Officer, Chronicle, an Alphabet company

Ryan Toben, VP of Corporate Sales, Gainsight

John McGee, Managing Director, West Region, SAP North America

Moderated by: Adam Charlson, Managing Partner, Focus Search Partners

2:30 PM

Small Group Breakouts

3:25 PM

Break

3:45 PM

Growing Revenue From Your Installed Base

Jami Zakem, Vice President of Customer Experience and Customer Success, Eventbrite

Andrea Lagan, SVP and Chief Customer Officer at FinancialForce

Moderated by: Nick Mehta, CEO, Gainsight

4:45 PM

Building a Winning Sales Culture

Dali Rajic, Chief Revenue Officer, AppDynamics

Kate Ahlering, SVP of Global Sales, Glassdoor

Bill Binch, Chief Revenue Officer, Pendo; former EVP of Worldwide Sales, Marketo

Moderated by: Neeraj Agarwal, General Partner, Battery Ventures

5:45 PM

Cocktails & Networking

CONTACT US

For questions please contact Alicia Michaud (alicia@battery.com)

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