



THE UNIVERSITY OF TEXAS AT DALLAS
Naveen Jindal School of Management
Center for Professional Sales

Sales Leadership Summit

Date: November 5, 2019

7:15 am – 4:00 pm

7:15 am – 8:00 am	Registration and Breakfast	Inspiration Hall
8:00 am – 9:30 am	Keynote Block I Dr. Howard Dover Welcome Jen Sieger Microsoft Digital Sales Journey Warren Shiver Multi-Generational Sales Teams	Ballroom ABC
9:30 am – 9:45 am	Break	
9:45 am – 11:15 am	Keynote Block II Dr. Howard Dover Sales Innovation Paradox Chris Beall & Scott Gillum Debate	Ballroom ABC
11:15 am – 11:30 am	Break	
11:30 am – 12:10 pm	Breakout Sessions Beck Technology The Beck Tech Sales Journey xiQ AI for B2B Sales and Account-Based Marketing Challenger Unlocking Profitable Growth Through High-Conversion Sales Experiences	DGAC 1.131 DGAC 1.128 Ballroom C
12:15 pm – 12:45 pm	Lunch	Ballroom ABC
12:45 pm – 1:30 pm	Lunch and Keynote Block III VanillaSoft Customers Buying Experience	Ballroom ABC



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1:30 pm – 1:45 pm

Break

1:45 pm – 3:30 pm

Keynote Block IV

Ballroom ABC

Seleste Lunsford | What World-Class Sales Organizations Do
Differently

Alex Jones | AT&T B2B Program Model

Mark Hunter | The Sales Hunter's Guide to High Profit
Prospecting

3:30 pm – 4:00 pm

Wrap Up