

Times	Name	Topic
09.25-09.40	Kevin Neary – Founder and CEO, Company Connectors Marketplace	How to leverage guided selling technology to deliver measurable sales results?
9.40 - 09.55	Fiachra Ó Comhraí – Founder & CEO, Pipeline Check	What analysing half a million opportunities in CRM systems told me about salespeople and CRM systems
09.55- 10.10	Bernard Chanlieu – Executive Leadership and Team Coach, BC & Associates Leadership Team Coaching	How to accelerate business innovation in externally funded scalable start-ups? Insights and Challenges from the field of Business Innovation Coaching
10.10 - 10.25	Emma D'Arcy – Marketing Agency Owner, Emma D Marketing	Profit from Client Hacking – Learn HOW to make customers the central focus of your business. In short, learn how to keep your customers happy AND make more money.
10.25 - 10.40	Karl Purcell – Behavioural Change Consultant, Carr Communications	The Best Approach: Harnessing the power of Behavioural Science to Boost Your Marketing Effectiveness
10.40 - 10.55	Gavin Gregan – Regional Sales Manager, Curtiss-Wright	Sales Pipeline Discipline and Data Hygiene
10.55 - 11.25	<b>Coffee Break and Networking</b>	
11.25 - 11.40	Muireann Fitzmaurice – CEO, MarketingCoach.ie	How to use Marketing to Grow Sales
11.40 -11.55	Maximilian Thiel – Head of Member Success, Entrepreneurs Anonymous	"How to use Prisoner's Dilemma to Drive Sales In The Travel Industry"
11.55 - 12.10	Fiachra O Comhraí – CEO, Pipeline	CRM analysts are from Mars, salespeople are from Venus.
12.10 - 12.25	Dr Celine Mullins – CEO, Adaptas Ltd.	The Thinking Leader
12.25 - 12.40	Ramune Rubinaite – Marketing Manager, IG Ireland	From Nike to Netflix and in Between: Marketing Tricks from Global Pros
12.40 - 12.55	Eddie McFarlane – Entrepreneur & Business Consultant, Votive Leadership Consultancy Ltd.	Driving Up Performance in 2017
12.55 - 1.10	Fiona Uyema – Owner & founder, Fused by Fiona Uyema	Key Marketing Tips for Small Businesses
1.10 - 1.40	<b>Lunch Break and Networking</b>	
1.40 - 1.55	Brendan Dunne – Founder & Principal Consultant, Proactive Pipeline, Sales Training and Consultancy	Win More Deals by Asking the Right Questions
2.00 - 2.15	Sarah Doyle – Co-founder & Owner, The Better Life Project	5 Habits of Highly Awesome People: Breakthrough fear, doubt and insecurity so you can achieve the levels of happiness, success and greatness you desire!
2.15 - 2.30	Greg Fry – Social Media Expert	Embracing the Digital Video Revolution
2.30 - 2.45	Fiona Flynn – Director, Foresight Coaching and Development	Managing Effectively with Emotional Intelligence
2.45 - 3.00	Stuart Hadden – Director, Crowdcomms	What's new in event technology for 2017
3.00 - 3.15	Vyacheslav Ladischenski – Founder, TechSalesHookups meetup, Germany	How can you build, manage and grow networking communities with less than 3 hours per week?
3.15 - 3.30	Tony Corrigan – Founder & CEO, TenderScout	Building an RFP Sales Engine
3.30-3.45	David Doyle – Managing Director, B2BSell.com	4 Questions Every Sales Person Needs to Answer?
3.45 - 4.00	Jason Cooper – Mind Coach, NLP	Your Mindset
4.00 - 4.15	Mark Griffen – BrandX	

*All presentations/timetables are subject to change. Please check with onsite event timetable on the day.*