

10:00 AM: MAIN STAGE | KEYNOTE | RevOps - Past, Present, and Future

Franco Anzini • Evan Liang • Christine Maxey • Jeff Serlin

Stage 1

Stage 2

Workshop

11:00 AM

Where Do You Go From RevOps? Advancing Your Ops Career Path
Franco Anzini • Jake Randall • Karan Singh

3 Ways to Protect Revenue and Preserve Customers
Steve De Marco • Amy Figliuolo
Sam Loveland • Mike Weir

Optimization Over Consolidation: Why Tech Stack Consolidation in a Down Economy Isn't Always the Answer

Kevin Au • Mary Azzopardi
Bridgette Henderson

11:30 AM

The Reports Your CMO Wants to See
Ashley Long • Jon Miller

Secrets Behind Cultivating a High-Performance GTM Culture
Nate Broome • Tiffany Brown • Brian Via

12:00 PM

LUNCH AND NETWORKING

12:30 PM

Building Blocks of Revenue: A Hands-On Guide to Designing Your Waterfall Model
Nani Shaffer, Channel99

Route Your Way to More Website Pipeline
Joe Casson • Kieran Snaith

1:00 PM: MAIN STAGE | The #1 Secret to RevOps' Success: Transforming the Buyer and Seller Journey

Ellie Fields • Jake Goldfield • David Obrand

Stage 1

Stage 2

Workshop

2:00 PM

Busting Silos: Snowflake's Unified, Account-Based Motions at Scale
Hillary Carpio • Travis Henry

How to Design and Execute a Rock-Solid AI Strategy That Drives Results
Rebby John, Salesloft

Strategy Mindshare for GTM Ops
Jamin Fochtman • Tracy Zinder

2:30 PM

"Growth at Any Cost" Is a Path to Failure. You Need Quality Revenue—Here's How
Erik Charles

Turning Process into Power: The Next Big Play for RevOps
Sahil Aggarwal, Rattle

3:00 PM

The Impact of Generative AI on Ops Roles
Evan Liang • Craig Rosenberg • Karan Singh

Next-Level GTM: Tactical Tips for Personalized Buying Experiences
Caitlin Seele, Drift

Come on Barbie, Let's Go Party... with Better Data Activation, Process Benchmarking, and Automation

Tony De Leon • Krista Humbles •
Melinda Mathews •
Mei Siau • Rob Simmons

3:30 PM

OpsStars Unplugged: Navigating the Revenue Engine in Turbulent Times
Christine Maxey • Caterina Torres • Hanné Venables

Fireside chat with NCR: Successfully navigating change in the enterprise
Amanda Morrell • Lesley Renna

4:00 PM

The Next RevOps Revolution: AI and Data Science in Revenue Plays
Ari Capogeannis • Kelly Goles

Save vs Spend: A Growth-Oriented Approach to Tech Decisions for Revenue Operations
Tim Miller • Nicole Schnell

Ecosystem-Led Growth: Integrating RevOps Strategies with Partnerships

Emily Carpenter • Don Otvos

4:30 PM

From Insights to Actions: How AI is Redefining Revenue Operations
Pete Kazanjy

Collaboration Station: RevOps and Enablement
Jake Goldfield • Kelly Lewis
Ginny Robertson Linda Su

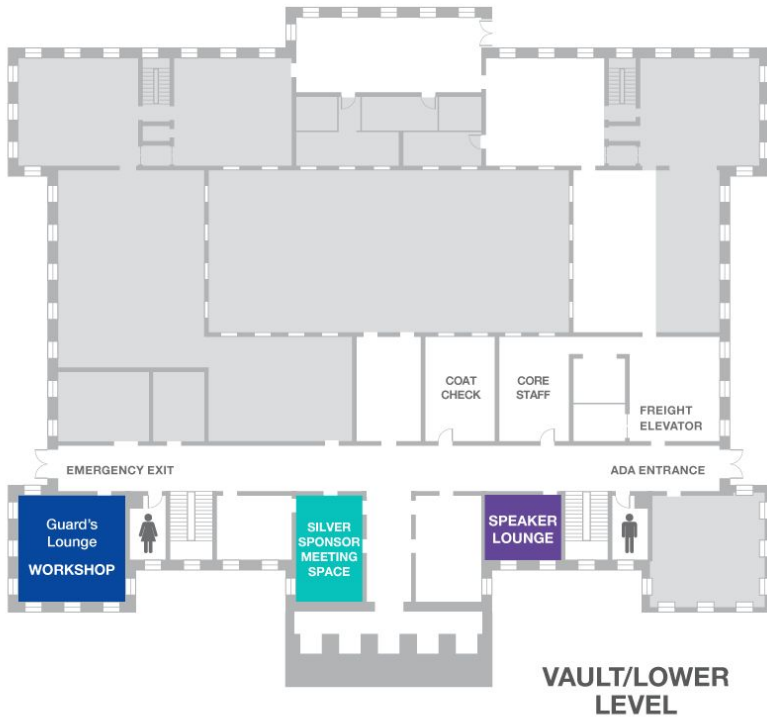
5:00 PM CLOSING: Pipeline Summit Live! at SFMOMA

Hosted by Qualified. Attendees must register at <https://www.qualified.com/events/pipeline-summit/dreamforce-live>



LeanData + Salesloft.

The San Francisco Mint | September 13th, 2023



- KEYNOTE
- SALESLOFT
- LEANDATA
- CAPTIVATEIQ
- LEADIQ
- XACTLY
- QUALIFIED
- RATTLE



★ WINNER

FINALISTS

ACCOUNT-BASED PROGRAM OF THE YEAR

★ Reltio

Infor

6sense

DIGITAL TRANSFORMATION AWARD

★ NVIDIA

HungerRush

Directive

LEAD MANAGEMENT PROGRAM TRANSFORMATION OF THE YEAR
(EMERGING ENTERPRISE)

★ Autodesk Construction

AuditBoard

Arena

LEAD MANAGEMENT PROGRAM TRANSFORMATION OF THE YEAR
(LARGE ENTERPRISE)

★ Rocket Software

VMware

Motorola Solutions

MOST CUTTING-EDGE OPS PROGRAM OF THE YEAR

★ Nexthink

Unity Technologies

Qualtrics

WINNING SALES CADENCE

★ NielsenIQ

Qlik

Deepki

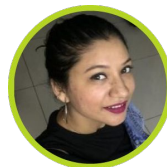
OPSSSTAR OF THE YEAR



Rachel Godfrey
BambooHR



Julz James
6sense



Jaimini Kerekai
VMware



Zach Olson
Dell Technologies



Carla Wishart
Subsplash