

Sales New Hire Virtual Classroom

INTERNATIONAL - 14,15 October

DAY / TIME (EET)		TOPIC	DISCUSSION LEADERS
Tue. 10/14	2 h	Positioning the value of UiPath	
10:30 - 10:40	10	Bootcamp Opening	Irina/Sonia
10:40 - 11:00	20	The value of the UiPath Platform - history of the Company + Challenges	Mircea Giurcan
11:00 - 11:30	30	Positioning UiPath in Industries including examples	Mircea Giurcan
11:30 - 12:00	30	Competitive Intelligence	Dana Samson
12:00 - 12:30	30	Selling Made Smarter: AutoPilot in Action	Nick Kabanov
Wed 10/15	4.2h	Operational Excellence (processes/systems/tools/resources) / Sales Franchise	
10:30 - 11:00	30	Sales Franchise/Account Planning	Ioana Serban
11:00 - 11:30	30	Pipeline/Opportunity Management & SFDC	Ioana Serban
11:30 - 12:00	30	Forecast Management & Clari	Ioana Serban
12:00 - 12:40	40	Licensing & Pricing	Vladimir Deliu
12:40 - 13:00	20	<i>BREAK</i>	
13:00 - 13:30	30	Quoting & CPQ(Deal Hub)	Imran Khan
13:30 - 14:00	30	Commercial Desk	Dumitru Opincaru
14:00 - 14:30	30	Mastering Renewals	Valentin Varvarachi
14:30 - 14:45	15	What's next - Bootcamp	Irina/Sonia

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