

# Sales Excellence

## Personal Registration Form

### Join Sales Excellence in the Boardroom

Platform with 5 'Diner-Debate' Evenings with Top Speakers

#### Key Note Speakers & Topics for the Academic Year 2011-2012



Dirk Van den Berghen - Executive VP & Chief Sales Operations - LMS International  
*"Changing Business Strategies" - Case: Alcatel & LMS in China – October 10<sup>th</sup> 2011*



Dirk Verwimp - Global Sales Director – Sarens - November 7<sup>th</sup> 2011  
*"A Road Map for Global Sales Management"*



Fred Duterne - Director Business Development – Cegelec - February 13<sup>th</sup> 2012  
*"International Key Account Management: Think Global & Act Local"*



**Roger Vandeplas - VP Sales - Vasco Data Security – April 17<sup>th</sup> 2012**  
***"Introducing Cost Efficiency in Sales Operations around the World"***



Vincent Werbrouck - Chief Sales & Marketing Officer - Magotteaux Intl - June 2012  
*"Challenges for an International Sales Organisation"*

#### 4<sup>th</sup> evening on Tuesday, April 17<sup>th</sup> 2012

#### ***"Introducing Cost Efficiency in World Wide Sales Operations"***

Roger Vandeplas – VP Sales – Vasco Data Security

Agenda:

18:30	Welcome drink
19:15	Key Note Speaker – Roger Vandeplas – Vasco Data Security
20:00	Break with a Glass of Wine
20:15	Interactive Debate on Cost Efficient Sales Operations
	Moderator: Frank Robeyns
20:45	Reception – Walking Dinner

Location: Salons De Romree  
Beiaardlaan 31 – 1850 Grimbergen



**Fax your Registration Form before April 2<sup>th</sup> to +32 (0)16 - 46 80 19**

- ☐ **Yes**, I subscribe to the 'Sales Excellence' meeting with  
Mr. Roger Vandeplas on April 17<sup>th</sup>.  
Your Investment for 1 person : 175 EUR + VAT.  
Your investment for 2 persons : 265 EUR + VAT.

Company: \_\_\_\_\_

Address: \_\_\_\_\_

Participant : \_\_\_\_\_

Function: \_\_\_\_\_

Mobile: \_\_\_\_\_ E-mail: \_\_\_\_\_

Guest : \_\_\_\_\_

Function: \_\_\_\_\_

Mobile: \_\_\_\_\_ E-mail: \_\_\_\_\_

Exclusive on personal invitation for CEO's, Directors of Sales and MT Members. Payment after receipt of invoice