



Venue: Kakola, Graniittilinnankatu 2, Turku

Wednesday Nov 16th 2016

Sales Kakola - Doing Successful Business in German Speaking Countries

The inspiring Kakola premises - an ex-prison under impressive reconstruction - offers us the venue for keynotes and networking.

Professor Ludger Schneider-Störmann, Head of *Academic Association of Sales Engineering (AASE)* will share his visions for developing sales and engineering in German speaking countries. We will also learn practical advice from *German-Finnish Chamber of Commerce*.

Networking takes the form of Jail Dating. All interested organizations may book a cell as their fair stand for offering information and exchanging ideas with other participants.

Our aim is to offer a fruitful platform for boosting businesses by learning from and joining forces with other companies, associations and universities that share interests in the same market area.

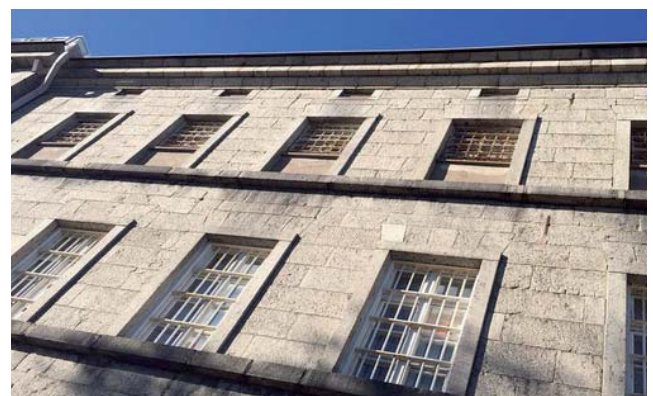
Admission: free of charge

Sign up for the event by Nov 15th:
https://www.lyyti.in/Sales_Kakola_5984

Something on Your mind? - Ask us!
salesEC@turkuamk.fi

Programme

- 15.00 Opening words
- 15.15 **Academic Association of Sales Engineering**
Professor Ludger Schneider-Störmann
- 16.00 **German-Finnish Chamber of Commerce**
Communications director Suvi Mäkinen
- 16.30 Coffee (complimentary)
- 16.45 **Jail Dating** - Networking
- 17.45 Closing up the event
- 18.00 Thank you for your participation!





Venue: Turku AMK, Sepänkatu 1, Turku

Sales Excellence Day

A full day of exciting company presentations - all related to selling!

CEOs, partners and directors will offer their views on e.g. sales engineering and innovative solutions, sales leadership, customer experience, the future of selling in the financial sector.

Admission: 1-2 representatives 109€ (+VAT 24%)
Lunch is not included in the admission fee

Sign up for the event by Nov 16th:
https://www.lyyti.in/Sales_Excellence_Day_1745

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Friday Nov 18th 2016

Programme

- 9.00 Opening words
- 9.15 **LALIZAS Hellas**
Sales Director, Dr. Tasos Galanakis
- 10.00 **Rolls Royce Ship Intelligence**
Vice President Karno Tenovuo
- 10.45 Break
- 11.00 **If P&C Insurance**
Head of New Business on BA Commercial
Julius Manni
- 11.30 Lunch break
- 12.30 **Mercuri International**
Consultant Director, Partner Juha Alanen
- 13.30 **Student Challenge**
- 13.45 Coffee break (complimentary)
- 14.00 **Business Coaching Center**
Business & Executive Coach
Tiina Harmaja
- 14.45 **EPSI Rating Finland**
CEO Tarja Ilvonen
- 15.45 Closing up the event
- 16.00 Thank you for your participation!