



INVITATION

THE EXPORT CLUB: B2B SALES IN THE DIGITAL AGE

Hotel „Holiday Inn Vilnius“, Šeimyniškių str. 1, Vilnius

February 14th, 2019

The business world is accelerating. What is next in B2B sales? How to achieve more with digital mindset? Enterprise Lithuania invites Lithuanian companies to discuss about B2B sales in the digital age. This event is dedicated to strategies, tools and methods how to drive new sales opportunities in B2B environment.

The event will be held in English language.

12:30 – 13:00	Welcome coffee and registration	
13:00 – 13:30	Lithuanian companies in the Swedish market	Justinas Pagirys Commercial attache in Sweden
13:30 – 14:30	From traditional to digitally driven – the 10 years sales journey at Cint	Bo Mattsson J12 Ventures, Founding Partner
14:30 – 15:15	Little resources and max speed – proven go-to-market B2B strategies	Jean-Baptiste Daguene Partner and co-founder, Evergrowth and 70 Ventures
15:15 – 16:00	Informal networking	

Bo Mattson founded and led Cint – a leading global player in the insights data collection. In 2016, having 190 people and EUR 40 m. revenue, it was acquired by Nordic Capital. Bo is the founding partner of J12 ventures, co-founder of Hubert.ai and multiple board member.

Jean-Baptiste Daguene – has helped organizations to optimize and improve their B2B sales performance for the past 10 years. Experience at Trustpilot, and with many LT growth companies as Interactio and BoredPanda. Jean Baptiste Daguene eats SaaS for breakfast, B2B sales for lunch and data for dinner.

Participation is free of charge. Registration is due to 13th February, 2019.

[Registration link.](#)

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