



ASSOCIATION OF EUROPEAN BUSINESSES

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Round Table organized by the AEB IT-Telecom Committee “Successful Sales: Luck or System?”

Tuesday, November 30th, 2010

9:30-12:00 (registration from 9:00)

Open Event

AEB premises, Conference room, 4th floor, office 7
Moscow, ul. Krasno proletarskaya, 16, bld.3, entrance 8

Agenda

Moderator: Natalia Schneider, AEB IT-Telecom Committee Chairperson

- 9:00 - 9:30 **Registration and welcome coffee**
- 9:30 - 10:00 **Market – Before, During and After Crisis**
Luc Jones, Partner, IT-Telecom sector, Antal Russia
- 10:00 - 10:30 **Stagnation –Changes in Sales System and Technologies**
Ekaterina Kizilbasheva, Business development Manager, VEGAS-LEX Law firm
- 10:30 - 11:00 **Client Oriented Approach – from Theory to Practice**
Evgeny Shoshin, Project Manager? IBS
- 11:00 – 11:30 **Microsoft – leader’s approach in managing relations with clients**
Andrey Slepitsky, Microsoft Dynamics Solution Architect, Microsoft

Working Languages: Russian

Contact person: Svetlana Lomidze, AEB Director of external Affairs, Chief Committee

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