

TWO-DAY EDUCATIONAL BUSINESS CONFERENCE AND A YEARLY AWARD CEREMONY FOR THE 'B2B SUPERSELLER OF THE YEAR'



SUPERSELLER











Zagreb, 21st and 22nd November 2019., from 9am till 6pm, Antunović congress center

WHY YOU SHOULD ATTEND THE SUPERSELLER CONFERENCE?

- 24 lectures from the sales sector
- 24 top level lecturers – sales consultants
- 2 whole days of sales education
- Extremely affordable price – ONLY 74,00 HRK per lecture
- Business contacts with colleagues from the sales sector
- from Croatia and abroad
- Numerous practical examples and exercises aiming to advance your sales results
- Yearly award 'B2B Superseller of the year' ceremony
- 10-year tradition of the Superseller conference

SUPERSELLER 2019. CONFERENCE PROGRAM

DAY 1, 21.11.2019. (Thursday), Antunović Zagreb congress center, Tomislav hall

TIME	HALL 1 Business2Business	HALL 2 Business2Customer
8:30-9:00	PARTICIPANTS REGISTRATIONS	
9:00-10:15	 GORDANA KADOIĆ: Different generations sales teams	 MLADEN JANČIĆ: How to stand out from the other sellers
10:15 – 10:30	COFFEE BREAK by 	
10:30-11:40	 TANJA PURETA: What we can learn about sales approach and consumer behavior from the Nobel prize winner Kahneman	 MARTINA OSMAK: „Gamification“ in sales
11:40-11:45	BREAK	
11:45-13:00	 SAŠA TENODI: Communication domination – sales and social engineering	 MELITA MANOJLOVIĆ: Mutual trust in the sales process and 4 MAT system
13:00-14:00	PAUZA (ručati možete u nekom od restorana kongresnog centra)	
14:00-15:15	 INGA LALIĆ: Sales meetings scheduling – cold calls and tips&tricks	 IGOR HERCEG: Sales traps
15:15-15:30	COFFEE BREAK by 	
15:30-16:45	 TONI BABIĆ: How to develop a sales team from zero to superseller	 MATEJ SAKOMAN: Human resources – how important are they in retail
16:45-18:00	 DANIJEL BIČANIĆ: Sales 'radar' – key ability in a B2B seller	 BRANKO PAVLOVIĆ: Digitalization – transformation of traditional sales processes and services

Participation fee for BOTH days is 1.770,00 kn + PDV 25%

Included in the fee are the lectures according to the two-day program, work materials (notepad, pen and lecture scripts that you will be able to download on the Poslovni savjetnik portal with an access code after the education) and an attendance certificate. We don't accept cash payments on the conference.

DISCOUNTS FOR GROUPS OF PARTICIPANTS (FROM ONE COMPANY)

- From 3 to 5 participants 5% (to the base fee)
- 6 and more participants 10% (to the base fee)

HOW TO APPLY?

You can apply for participation to our e-mail
info@poslovni-savjetnik.com or fax. **01/48 36 099**
tel. **01/49 21 737**

APPLICATION FORM FOR THE TWO-DAY CONFERENCE 'SUPERSELLER 2019'

Company name: _____

OIB (VAT no.): _____

First and last name of the participant: _____

Company address: _____

Tel.: _____

Fax: _____

E-mail: _____

Signature and stamp: _____

Ispunjavanjem ove Prijavnice Organizatoru dajem privolu da s mojim osobnim podacima, fotografijama i video materijalom raspolaže u svrhu organiziranja mog sudjelovanja i promocije konferencije Superprodavač na svim medijskim platformama Organizatora i medijskih pokrovitelja konferencije. Organizator će moje osobne podatke čuvati najviše godinu dana od moje prijave na konferenciju.

Please send us your filled application form to our fax. 01/48 36 099 or e-mail: info@poslovni-savjetnik.com

ORGANIZATOR

**poslovni
savjetnik**

SPONZOR:


















PARTNER:



MEDIJSKI PARTNERI:



DAY 2, 22.1.2019. (Friday), Antunović Zagreb congress center, Tomislav hall

VRIJEME	HALL 1 Business2Business	HALL 2 Business2Customer
8:30-9:45	 SANJA GOMUZAK: The power of the first sales impression	 TAJANA HORVAT The impact of the new distraint law to sales and successful debt collection
9:45 – 10:15	 10 YEARS OF THE SUPERSELLER CONFERENCE YEARLY AWARDS CEREMONY FOR THE 'B2B SUPERSELLER OF THE YEAR'	
10:15-10:30	COFFEE BREAK by 	
10:30-11:45	 ANITA LUKENDA MLINAC: Organizational culture influence on the B2B seller's results	 SAŠA PETAR: Toxic managers and rude employees – how to overpower bad sellers
11:45-13:00	 SANDRO KRALJEVIĆ: Perfecting the 7 key Steps of every sales	 KAMILO ANTOLOVIĆ: Nonverbal communication in every sale
13:00-14:00	BREAK (lunch is available in any of the congress center restaurants)	
14:00-15:15	 EMIL PAVIĆ: Time management in sales	 ŽELJKO ŠUNDOV: Maximizing the value of each member of the sales team
15:15-15:30	COFFEE BREAK by 	
15:30-16:45	 PETAR MAJSTROVIĆ: Life management and sales	 IVANA ZVRKO: Retail personnel coaching in practice
16:45-18:00	 SINIŠA BEGOVIĆ: What you need to know when setting up a successful e-shop	 DARKO SAMBOL: Gestalt coaching for better sales results

Note: The organizer reserves the right to change the program. In case that the registered participant cancels the attendance two or less days before the conference, the payment will not be refunded.