

IMPACT

ROADSHOW 2025

EXECUTIVE ROUNDTABLE

AGENDA

DROPBOX SAN FRANCISCO
JULY 29, 2025

Growth is Back



9:00 AM NETWORKING AND BREAKFAST

Welcome by host **Debbie McClure, Head of Global Sales**

Dropbox. Breakfast while connecting with fellow revenue leaders and WbD advisors.



9:30 AM GROWTH IS BACK

Why growth is resurging—and how leading companies are shifting from reactive to proactive GTM design using compounding systems and modern tech.

Speaker: CEO Winning by Design Jacco van der Kooij



10:00 AM EXECUTIVE ROUNDTABLE DISCUSSION

Participate in a curated, peer-based discussion focused on today's top GTM challenges grounded in the day's key themes: compounding growth, AI-driven GTM, and growth readiness.

- Growth Is Back—but with a New Playbook
- GTM Efficiency and Cost Discipline Are Breaking Points
- AI-Native Transformation Requires CEO-Led System Thinking



11:00 AM AI GTM EFFICIENCY CASE STUDY

See a live walkthrough of how AI is being applied across the GTM Bowtie.

Speaker: People.ai



11:15:11:30 SUMMARY WRAP-UP

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