



ORBIS FUTURE WEEKS – HANDS-ON SALES & SERVICE

**September 23, 2025, 9:00 a.m. - 12:00 p.m. &
September 24, 2025, 9:00 a.m. - 12:30 p.m.**

Online-Event

Our experts and speakers from SAP and our customers will get you up to speed on the current focus topics in Sales & Service. Together we will tackle the future of successful sales and service.

REGISTER NOW FOR 23/09/2025!

Agenda 23. September 2025

- 09:00 a.m. **Welcome**
Eric Grünemeier, Account Manager, ORBIS SE
- 09:15 a.m. **From gut feeling to data power: How data-driven CRM and AI are changing work in sales!**
Caroline Böttcher's keynote addresses current trends such as AI in sales and looks at the opportunities and challenges
Caroline Böttcher, Vertriebsleitung SAP CX, Mittelstand, SAP SE
- 9:35 a.m. **Sales management with SAP Sales Cloud Version 2: How to increase the effectiveness of your sales with AI & co.**
Our expert takes a look at the new sales management features with you
Aaron Karch, Team Lead Marketing & Sales Solutions, ORBIS SE
- 10:25 a.m. **More efficiency in day-to-day sales with an AI-supported CRM: where & how the SAP Sales Cloud scores in practice.**
Get to know the most important features for everyday sales live.
Sebastian Jörns, Business Process Consultant, ORBIS SE
- 11:15 a.m. **Learnings from practice: SAP Sales Cloud V2 @Pollmeier Massivholz GmbH & Co. KG**
Find out more about the project from our customer and why they opted for SAP Sales Cloud Version 2.
Stephan Fritsch, Sales Director, Pollmeier Massivholz GmbH & Co. KG
- 11:45 a.m. **Recap and Conclusion**
Eric Grünemeier, Account Manager, ORBIS SE

Contact: Eric Grünemeier | Phone: +49 (0) 681 9924-237
E-Mail: [eric.gruenemeier\(at\)orbis.de](mailto:eric.gruenemeier(at)orbis.de)

Participation in the event is free of charge. The number of participants is limited.
Market competitors are not permitted to participate.

