

# **Focus on Executives 2022**

## **26-27 May 2022 - Tenerife, Spain**

### **Day 1, Wednesday, 25th May**

**19:30 - 23:00**

*Welcome dinner*

### **Day 2, Thursday, 26th May**

**Leadership Track - Navigating Growth - Anu Carnegie-Brown & Clio Schils**

**8:30 - 9:30**

*Open registration and welcome coffee*

**9:30 - 10:00**

*Welcome and Introductions*

**10:00 - 11:30**

*Session 1 - Taking the pulse*

**11:30 - 12:00**

*Coffee break*

**12:00 - 13:30**

*Session 2 - Planning*

**13:30 - 14:45**

*Lunch*

**14:45 - 16:15**

*Session 3 - Execution*

**16:15 - 16:45**

*Coffee break*

**16:45 - 17:30**

*Panel session: Is talking about money a taboo?*

Manal Amin

CEO, Arabize

Juan Baquero

Director, Baquero  
Translations

Gerd Janiszewski

Founder & Owner,  
BoardXpert

Dorothy Scerri

Business Development  
Manager, Global Translation  
Solutions

**20:00 - 23:30**

*Networking dinner*

## **Day 3, Friday, 27th May**

### **Sales Track - Driving Revenue - Josef Kubovský**

**9:15 - 9:45**

*Morning coffee*

**9:45 - 11:15**

*Session 1 - Setting a strategy for growth*

**11:15 - 11:45**

*Coffee break*

**11:45 - 13:15**

*Session 2 - Building a sales team*

**13:15 - 14:30**

*Lunch*

**14:30 - 16:00**

*Session 3 - Executing the plan*

**16:00 - 16:30**

*Coffee break*

**16:30 - 17:15**

*Recap and closing*