

 Outreach Presents

UNLEASH

2026

June 1-3

Scottsdale, AZ





ABHIJIT MITRA

Chief Executive Officer

 Outreach





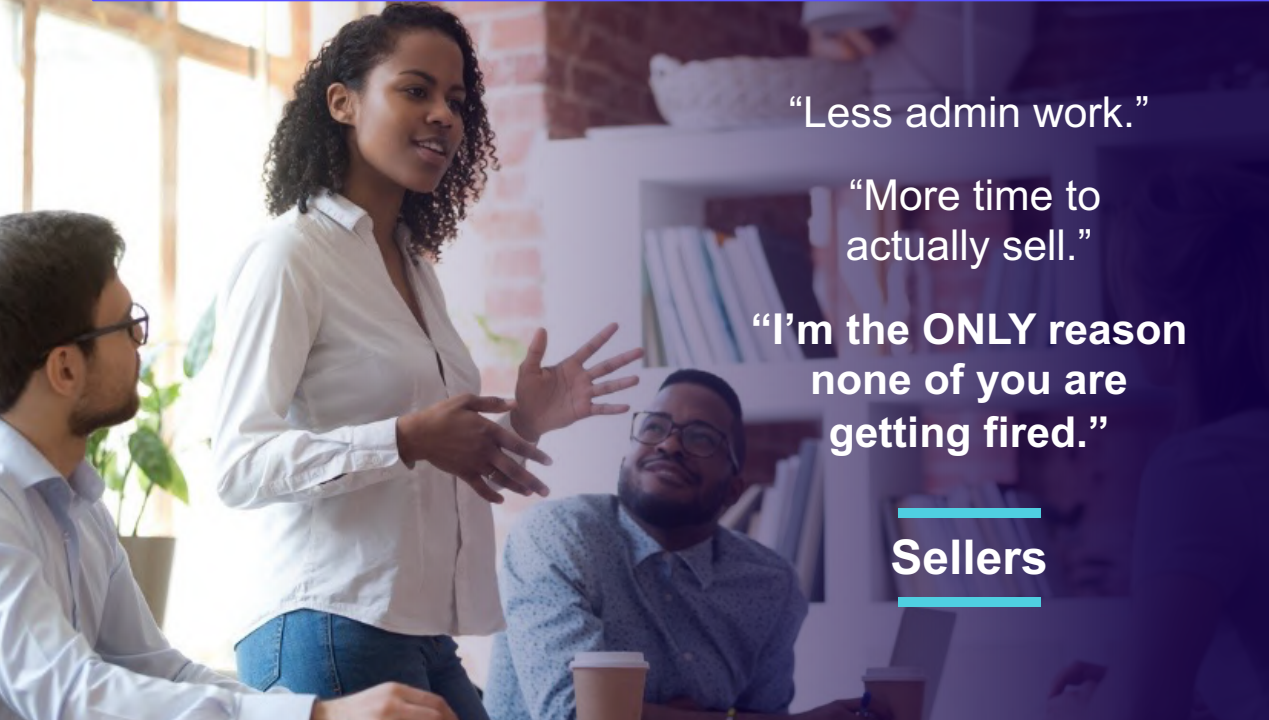
CEOs

“Grow faster.”

“Adopt AI immediately.”

“Do more with less.”

“Board... **please don't fire me.**”



“Less admin work.”

“More time to actually sell.”

“I'm the **ONLY** reason none of you are getting fired.”

Sellers



CROs

“Give me more pipeline.”

“Help align budgets.”

“CEO... **please don't fire me.**”



“Can we simplify this Frankenstein tech stack?”

“Can everyone use the same process?”

“CRO... **please don't fire me.**”

RevOps

From Renting Software...



Forecasting tools

CRM systems

Sales engagement
platforms

Conversational
intelligence

TO

To Hiring Agents

The next generation
of companies will
hire agents.

Agent

Agent

Agent

Agent

Agent



What Happens When You Hire Agents

THE SHIFT FROM SEATS TO SKILLS



Meeting preparation



In-the-moment coaching



Meeting follow-up



Sales play execution



PERFORMANCE CURVE



Deal updates



Account and Prospect research



Forecast prediction

From Signals to Coordinated Action

THE PROBLEM

The problem is turning signals into coordinated action



ARCHITECTURE MATTERS

Context, Memory, and Orchestration

AGENT EXECUTION

REVENUE CONTEXT

REVENUE DATA

Real-World Business Impact



BEGINNING OF AUTONOMOUS REVENUE ACTION



Prospect
& Engage

€1.5b

Increase in
pipeline created



Retain
& Expand

68%

Increase in expansion
opportunities



Manage
Deals

10hrs

In saved productivity
per rep per month



Coach
Teams

93%

Increased meeting to
opportunity conversion



Forecast
& Plan

190

Countries standardized
on forecasting



The Journey to Agentic Revenue: Outreach AI Maturity Model



The companies that harness agents first will **define the next decade** of revenue leadership.

DON'T BE A BYSTANDER

Put AI to Work

**THANK
YOU ♥**

