

TOPLINE LEADERSHIP SUMMIT 2026

Engineering Predictable Growth Through
Revenue Leadership



30 July
2026



Novotel
Andheri Mumbai

AGENDA

10.00
CHAIRPERSON
OPENING REMARKS



Dr. Annurag Batra
Chairman & Editor-in-Chief,
BW Businessworld; Founder,
exchange4media

10.30
KEYNOTE SESSION
THE RESILIENT REVENUE
LEADER: THRIVING AMID
GLOBAL DISRUPTION



Sunil Mishra
MD & CEO - Growth Businesses
ANAROCK

11.00
PANEL DISCUSSION 1
THE CRO PLAYBOOK: HOW
HIGH-PERFORMING
REVENUE LEADERS DRIVE
PREDICTABLE GROWTH



11.45
PANEL DISCUSSION 2
CEO-CRO: THE
BOARDROOM VIEW OF
REVENUE LEADERSHIP



12.30
PANEL DISCUSSION 3
AI-POWERED SELLING:
HOW SALES & REVENUE
LEADERS USING AI TO
ACCELERATE GROWTH



13.15

NETWORKING LUNCH

14.15
PANEL DISCUSSION 4
WINNING THE MODERN BUYER:
SELLING TO SMARTER,
DIGITALLY INFLUENCED
DECISION MAKERS



15.00
FIRESIDE CHAT 1
THE MODERN REVENUE STACK:
AI, DATA & TECHNOLOGY FOR
PREDICTABLE GROWTH



14.15
PANEL DISCUSSION 6
BUILDING
HIGH-PERFORMANCE &
RETAINING HIGH
PERFORMANCE SALES TEAMS



16.30
KEYNOTE SESSION 2
COMMUNITY-LED GROWTH:
TURNING CUSTOMERS INTO
YOUR MOST SCALABLE
REVENUE ENGINE



17.00
KEYNOTE SESSION 3
BUILDING HIGH PERFORMING
BUSINESSES



17.30
KEYNOTE SESSION 4
SALES LEADERSHIP : HOW TO
DO MORE WITH LEANER TEAMS



18.00
CLOSING PANEL
THE BILLION-DOLLAR GROWTH
PLAYBOOK: LESSONS FROM
INDIA'S FASTEST GROWING
COMPANIES



18.45
OPENING REMARKS
BW STAR AWARDS



Dr. Annurag Batra
Chairman & Editor-in-Chief,
BW Businessworld; Founder,
exchange4media

19.00
JURY OPENING ADDRESS



Sanjiv Mehta
Executive Chairman L. Catterton India, Former Chair/CEO Hindustan Unilever,
Non-Executive Board Member - Dr. Reddy's Laboratories, Danone & Air India Limited
President Commissioner - Unilever Indonesia

19.15

AWARDS CEREMONY BW STAR AWARDS 2026

EVENT PARTNERS



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STARS
SPOTLIGHTING TOP ACHIEVERS IN REVENUE & SALES
AWARDS 2026