



Trailblazer
COMMUNITY



ALBANIA DREAMIN 2023

Call for Partnership!

With this letter, we present the request your support for the conference organized by **the Salesforce Trailblazer Community Groups Albania** and the **NGO Leadership Development Association Balkan** entitled “*Albania DREAMIN 2023 Conference*”. The conference is scheduled for **April 29th, 2023**, from **10:00-14:00** at Hilton Garden Inn Tirana Conference Centre.

Our partnership will consist in three forms as described below:

- Your **generous sponsorship** will be highlighted to our members, during the event presentation and to the news and video from our Salesforce.org based in San Francisco, California.
- We are honored to **invite a representative of your Company** as a ‘**Speaker**’ at the “*Albania DREAMiN’ 2023*” conference, celebrating the Global Technology Innovation, bringing the Californian Dreamforce to Balkan.
- You are invited to an epic, action-packed **Demo Jam or Career Fair** where AppExchange partners will have only three minutes to showcase the best of their app with a real-time demo.

Albanian Dreamin’ is a community-led Salesforce conference designed to bring relevant content, training, and opportunity right to Balkan. Our vision is to empower Albania Salesforce-led youth by struggling the cooperation through education, networking and knowledge sharing to enhance a more professional and successful workforce!

Our amazing speakers from all over the world!

(2023 To Be Announced)

Our amazing speakers through the years!

2022:

- Marissa Dimino Burns- Senior Community Manager at Salesforce
- Scott Allan - Sr. Manager, Product Strategy at Salesforce
- Jakub Stefaniak - Director of Engineering EU at Aquiva Labs
- Neil Buen - Salesforce MVP & Salesforce Solution Architect at A5
- Frédérique Mounier - Solution Architect At The Adecco Group | Golden Hoodie
- Anna Walach Dudzic - Salesforce Solution Architect at Aquiva Labs
- Vincenzo Scolavino - Delivery manager & Enxhisa Bici - Salesforce Dev
- Robin Marshall - Salesforce Product Manager / Payroll Expert

2021:

- **Sudha Sundaram**- Former VP- Program Management Lead – CITI
- **Gianluca Ciminata** - Founder & CEO at DOT Company
- **Erion Nako** - CEO in Protik & Country Manager of Software Dev
- **Prashant Nambisan** - Former Salesforce Practice Lead – UST
- **Sara Sali** – Lead Salesforce Developer
- **Vincent Finet** - Senior Program Architect Salesforce
- **Anila Bashllari** - NeuroCoach & Mindset Enhancer - Mentor, Trainer, Speaker
- **Houssam Saoudy**- Salesforce Technical Lead – Capgemini
- **Gaurav Kheterpal**- Chief Learning Officer - MTX Group Inc.
- **Renato Civili**- CEO of Digital Academy
- **Oltion Osmani** - Lead Solution Engineer at Salesforce
- **Dorian Kane & Sokol Malolli** - Lead Salesforce Hub at Abkons

2020:

- **Dorian Xhixho** - Delivery Principal, Mulesoft
- **Filip Novak** - Territory Manager, Adriatic region, Salesforce
- **Oltion Osmani** - Lead Solution Engineer, Salesforce
- **Valentin Gurraj** - Global PMO, The Estee Lauder Companies Inc
- **Tiffany Oda** - Senior Manager, Program Manager, Salesforce
- **Scott Allan** - Sr. Manager, Roadmap Communications, Salesforce
- **Doria Hamelryk** - Application Architect, Capgemini
- **Joshua Hoskins** - Digital Nomad CRMified

Our Values are:

- ❖ Empowerment through collaboration by knowledge sharing, networking, promoting innovation.
- ❖ Trust & Integrity to be stronger by building trust and growing with integrity.
- ❖ Inclusive Leadership to grow higher and happier by leading with equality.

Salesforce Albania Community

 <https://dreamin.sfalbania.al/>

Salesforce Conferences Calendar

 <https://trailhead.salesforce.com/calendar>

 <https://trailhead.salesforce.com/community/conferences>

We plan to have an audience of about 200+ young professionals. The conference will be held in strict accordance with **health and safety measures** to prevent the spread of COVID-19, carefully drawn up by the Organizing Committee in line with the **WHO** recommendations and according to the decisions of the Government of Albania.

It would be an honor to be associated with a reputed and successful company as the conference sponsor. Your support would help us immensely to make this event happen. Please find attached the Sponsorship Flyer 2023.

EVENT SPONSORSHIP PACKAGE

ALBANIAN DREAMIN 2023



We offer 2 spots for this level of sponsorship.

- Website Presence - Diamond level
- Event Guide Promotion - Full Page
- Demo Jam or Career Fair Both
- The first choice of booth location
- Minimum 5 mentions on social media
- Full page promotion during Keynote
- Number of entrance tickets: 3
- **3 tickets to invitation-only dinner and drinks



We offer 4 spots for this level of sponsorship.

- Website Presence - Platinum level
- Event Guide Promotion - Half Page
- Demo Jam
- Choice of booth location
- Minimum 3 mentions on social media
- Half-page promotion during Keynote
- Number of entrance tickets: 2
- **2 tickets to invitation-only dinner and drinks



We offer 5 spots for this level of sponsorship.

- Website Presence - Gold level
- Event Guide Promotion - Quarter Page
- Choice of booth location (after Diamond & Platinum)
- Minimum 2 mentions on social media
- Quarter page promotion during Keynote
- Number of entrance tickets: 1



We offer 6 spots for this level of sponsorship.

- Website Presence - Silver level
- Event Guide - Mention
- One mention on social media
- Mention on a slide during Keynote
- Number of entrance tickets: 1

Additional privileges for Diamond, Platinum and Gold sponsors: A booth at the venue, on the day of the event, consisting of a table, chairs, screen and ample space for a banner.



Details about Demo Jam:

Ways to Get Involved

- **Sessions**
 - All About AppExchange: Find and Install the Right Solution to Extend Salesforce
 - Demystifying Flow Solutions on AppExchange
- **Listening Tour**
 - Help test, refine and help evolve our customer-facing message by giving real customer feedback. Our hope is to create a **new customer-facing messaging hierarchy and positioning statement** that are differentiated, relevant and inspiring.
- **AppExchange Demo Jam**
 - Recommendations:
 - 4+ ISV partner sponsors (more than 8 recommend two Demo Jams)
 - 1-2 customer and/or Salesforce employee hosts
 - Voting platform - directpoll.com or other
- **Activations (Requirement: Must also have a session or Listening Tour)**
 - Photobooths
 - Workshops

Details about Career Fair:

The Salesforce Ecosystem is booming as employers are looking for great talent. This demand extends across multiple career paths and across all industries. Having Career Events will provide the opportunity for Trailblazers to connect employers and lead to potentially better careers, while helping your community to grow! You can convene some of the options virtually especially the panels and spotlights.

OPTION ONE: SALESFORCE CAREER PANEL

You can bring a **Salesforce Careers Panel featuring veterans or new Trailblazers to share their journey, career path, and advice on getting a job in the Salesforce ecosystem.** Invite a variety of Trailblazers from your community to represent different roles, diversity and backgrounds.

OPTION TWO: EMPLOYER SPOTLIGHT PANEL

An Employers Spotlight Panel allows employers from different companies to introduce their respective company, talk about open job roles, and skills that are in demand. You want to showcase who is hiring, what skills are in demand, and help Trailblazers connect to employment opportunity. You can select 3-5 employers to participate on this panel.

OPTION THREE: CAREER STATIONS

Different career stations can be set up to allow for community members to directly interact and get career development guidance.

Individual stations can include: Resume reviews, Mock interviews

OPTION FOUR: CAREER FAIR

Host a Career Fair that will provide job seekers with networking opportunities with recruiters in the Salesforce Ecosystem. This will allow employers to directly interact with job seekers.

