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|   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
|   | **90 DAY** WORK PLAN |   |
|   |   |   |   |   |   |   |   |   |   |   |   |   |   |  61-90 |   |   |
|   |   |  65% |   |   |   |  31-6001-30 |   |   |   |   |   |   |   |   |   |   |
|   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
|   |   |   |   |   | MISSION: |   |   |   | MISSION: |   |   |   | MISSION: |   |   |
|   |   |   |   |   | UNDERSTAND |   |   |   | CONTRIBUTE |   |   |   | EXCEL |   |   |
|   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
|   |   |   |   |   | **GOALS** |   |   |   | **GOALS** |   |   |   | **GOALS** |   |   |
|   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
|   |   |   |   |   | Get to know the products and the entire portfolio well. Examine all features and options in detail. Establish a relationship with colleagues with whom communication in the sales process will be intensive. |   |   |   | Open 5 new customer accounts and assist other agents in gathering technical specifications in conversations with clients. |   |   |   | Try winning mid-level accounts. Take over one such account from a senior colleague and acquire at least 2 more similar ones on your own. |   |   |
|   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
|   |   | **SUCCESS RATE** |   |   |   | **PRIORITIES** |   |   |   | **PRIORITIES** |   |   |   | **PRIORITIES** |   |   |
|   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
|   | With a good pass through the training and mastering of knowledge, the company's expectations are that the trainee will bring about 20 new clients after 90 days and achieve a turnover of $120,000.At the moment, a turnover of $78,000 has been achieved, which is considered a relatively good result, bearing in mind that new orders are expected to be closed in the coming days. |   |   | Complete online product training and entrance tests. Read success stories and learn basic tips and tricks from colleagues. |   |   |   | Practice a 1:1 scenario with senior colleagues, and then apply what you've learned to client visits. Use questionnaires to collect technical data. |   |   |   | Getting to know the needs of larger clients - technological process, as a way to integrate devices in as many sectors as possible. Generating offers. |   |   |
|   |   |   |   |   |   |   |   |   |   |   |   |   |   |
|   |   |   | **SUCCESS METRICS** |   |   |   | **SUCCESS METRICS** |   |   |   | **SUCCESS METRICS** |   |   |
|   |   |   |   |   |   |   |   |   |   |   |   |   |   |
|   |   |   | Score >80% on online product knowledge tests and SOPs guidelines. |   |   |   | Register 5 new clients in the system. Participate in 10 additional projects to collect technical specifications. |   |   |   | Generation of over 30 offers, confirmed purchases from at least 3 mid-level clients. |   |   |
|   |   |   | DAYS30 |   |   |   | DAYS60 |   |   |   | DAYS90 |   |   |
|   |   |   |   |   |   |   |   |   |   |   |   |   |   |
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|   |   |   |   |   |   |   |   |   |   |   |   |   |   | [© TemplateLab.com](https://templatelab.com/)  |