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|  | **90 DAY** WORK PLAN | | | | | | | | | | | | | | |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  | 61-90 |  |  |
|  |  | 65% |  |  |  | 31-60  01-30 |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  | 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. |  |  |
|  |  |  | DAYS  30 |  |  |  | DAYS  60 |  |  |  | DAYS  90 |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
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