

# 30-60-90 Day Sales Plan



**DAYS 1 - 30**



**DAYS 31 - 60**



**DAYS 61 - 90**

## PHASE 1 LEARN

- ✓ Understand the company's mission statement, values, and organizational structure
- ✓ Study market trends and competition
- ✓ Become deeply familiar with your ideal customer profile (ICP) and buyer personas
- ✓ Learn all of the features and benefits of your product or service
- ✓ Explore your tech stack
- ✓ Seek out and create a relationship with a sales mentor

## PHASE 2 IMPLEMENT

- ✓ Begin generating leads, and systemize a process for attracting and prioritizing them
- ✓ Define and practice your sales process and methodologies
- ✓ Leverage your sales technology
- ✓ Solicit feedback from your mentor
- ✓ Create a follow-up strategy and schedule

## PHASE 3 ANALYZE & OPTIMIZE

- ✓ Analyze your sales results and productivity metrics
- ✓ Solicit feedback from your mentor and your sales manager
- ✓ Make improvements as needed based on your own analysis and others' feedback
- ✓ Refine your presentations

# 30 60 90 Day Sales Plan Template

**S Nieto**



### **30 60 90 Day Sales Plan Template:**

**Get The (Job) Offer** Peggy I. McKee, How to Stand Out in Every Job Interview and Get the Offer The one who gets the offer is not necessarily the most skilled it s the one who does the best job of communicating with the interviewer or hiring manager so he or she feels comfortable hiring you How to Stand Out in Every Job Interview and Get the Offer will help you have the best interview of your life by using simple but incredibly effective tool a 30 60 90 Day Plan You will learn what a great plan looks like how to put yours together and how to discuss it in your interview Get the offer in every interview

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Individual contributor to engineering manager 3 Managing people teams and yourself 4 Managing performance 5 Delegation Learn to let go 6 Rewards and recognition 7 Hiring 8 Handling attrition PART 2 9 Working with cross functional partners 10 Project management execution and delivery 11 Managing expectations PART 3 12 Engineering and operational excellence 13 Organizational change management 14 Time management 15 Beyond this book Grow yourself **Lead Your Team in Your**

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