



Salesman.org

30, 60, 90 Day Sales Plan

How to use this plan:

Take 3-5 of the success goals and copy them to a new document. Head each batch of goals up with the titles “30 Day Plan”, “60 Day Plan”, “90 Day Plan”.

In your own words, flesh out your next steps in the “To complete these goals I will need to” section and then finally complete the “I will have had success if” section.

This will make up your 30, 60, 90 day plan that you can use to ace your next sales job interview.

30 Day Plan

Success goals:

- *Understanding of corporate priorities.*
- *Knowledge of key products and services.*
- *Know the products position in the market verses the competition.*
- *Key connections developed internally within the organisation with customer support, sales leadership etc.*
- *Have been through previous reps CRM data and have outlined a few key accounts to target.*

To complete these goals I will need to:

I will have had success if:

60 Day Plan

Success goals:

- *Started developing at least 5 leads – MANDATORY.*
- *Have shadowed the top two performing sales reps in the company – MANDATORY.*
- *High level understanding of key products – MANDATORY.*
- *Completed role playing sessions with other sales professionals in the team.*
- *Have contributed to a sales meeting by adding value to a team discussion.*
- *Completed all formal on-boarding or training that needs to be done.*

To complete these goals I will need to:

I will have had success if:

90 Day Plan

Success goals:

- *Clear and optimised prospecting list in use – MANDATORY.*
- *Daily schedule established for prospecting, following up and staying on top of everything else – MANDATORY.*
- *Reputation as solid member of the team – MANDATORY.*
- *Had at least one round of feedback on performance from sales manager.*
- *Closed at least a couple of deals without too much babysitting from others.*
- *Foot in the door with a couple of exciting key accounts.*

To complete these goals I will need to:

I will have had success if:
