

TEMPLATE

# Sales Onboarding Blueprint

## SALES ONBOARDING GOALS

Goal 1:

Goal 2:

Goal 3:

### CURRENT STATE

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Craft



Deliver



Enable



### NEW REALITY

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- Objectives
- Structure
- Content
- Interactive learning
- Sales competencies
- Role-specific training

## MENU OF CONSIDERATIONS

- Timelines
- Peer mentorship
- Technology
- Coaching
- Feedback
- Culture
- Performance assessment
- KPIs
- Content accessibility
- Team integration
- Performance metrics
- Role support tools