# {Sales Professional’s Name}, Role – First 3 – 4 Quarter Milestones

Rep Name – ENTER Start Date

## Overview of Milestones for the next three quarters:

Each of the milestones we intend to follow the "See, Do, Teach" method which will validate that you have acquired the competency to operate autonomously for each step/stage through the first 9 months. Key milestones are identified below:

### First Quarter:

One-on-One's will be with Nate. We will have you join the sales team training and meetings right away starting the week of Feb 4th.

### First 30 Days:

* Be able to Tell the Mytech Story – Share with Nate for alignment
* Completion of Initial Mytech Sales Tools Training (ConnectWise, Quosal/Sell, HIPAA Health Center, KnowB4, & MytechU)
* Completion of Initial Vendor Training – Dell & SonicWall
* Completion of Shadow/Position Sessions – See list below

### 60 Day Milestones:

* Proficient at Holding First Meetings
* Product Training and Best Practices Value Map
* Be able to Explain the Smart Business Suite & Co Managed IT
  + Also understand legacy programs for reference Basic & Essential Care
* Activity, Opportunity & Ticket Accountability
* Develop Competency in Sales Process as Opportunities Progress Through them
* Present Go To Market Plan through end of 2019 to Team
* Observe at least ONE Quarterly Business Review from Chris, Corey & Nick

### 90 Day Milestones:

* Sales Pipeline Building
* Set and perform at least 6 First Meetings with Prospects
* Identified Association Engagement
* Develop Competency in Sales Process as Opportunities Progress Through them
* Observe any New Client Strategic Roadmap Sessions if schedule allows

\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*We will review the rest of the targets/milestones after 90 Days\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*

### Second Quarter

* Targeting at least 4 New Prospects that will make a decision for Managed Services in Q2
* Develop Competency in Sales Process as Opportunities Progress Through them

### Third Quarter

* Participate in Strategic Business IT Roadmap Sessions & Initial QBR's for New Accounts acquired in Q2
* Develop Competency in Sales Process as Opportunities Progress Through them
  + Should be able to autonomously drive prospects through the sales process by end of Q3. This does not mean that we stop leveraging team selling, however you should be able to execute solo through the sales process.