Onboarding Checklist for 15, 30 & 60 day mark

15

Days into Onboarding:

- Welcome to company
- How to become an A* SDR
- An intro to sales
- Workflow and timetable
- Objection handling

30

Days into Onboarding:

- Personas & product
- Populating and finding new accounts
- Growth account training:
  - Info gathering, speaking to ICs, DMs & Referrals
  - Multichannel, multi-threading, leveraging info for relevant outreach, sequence changes

60

Days into Onboarding:

- Lines of questioning:
  - Personas
  - Competitors and complimentary tech
- Email creation
  - Follow-ups
  - Cold/relevant outreach
- LinkedIn prospecting & messaging
- Closing, summarising, creating value
- Advanced tech workflow
- How to write and leverage notes
- Ops use case
- How to go from meetings booked to meetings attended
- Being creative in prospecting
- Embracing the growth mindset