SDR training schedule template

Speed up ramp time with this SDR training process

WEEK 1	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
9:00-9:30	Standup	Standup	Standup	Standup	Standup
9:30-10:00	Set up laptop & all websites/slack channels, etc	Tech run through (All platforms eg. Salesforce) Everything setup/ understand how to use	Shadow Buddy	Shadow Buddy	Shadow Buddy
10:00-10:30	Intro to your company		What makes a good fit account	How to Pitch (Company name)	Role Play
10:30-11:00	Intro to HR	What makes a good fit account			How SDRs work at your company
11:00-11:30	Setting up LinkedIn	What makes a good fit activty	Account Mapping Exercise	Role Play	Objection Handling
11:30-12:00	Lunch	Intro to sales enablement platforms used by sales team			
12:00-12:30		Lunch	Lunch	Lunch	Lunch with Manager
12:30-1:00	Meet your buddy				
1:00-1:30	Intro to training program/what to expect	Persona/buyer Introduction	Team Meeting	Call Block	Call Block
1:30-2:00	Intro to Industry	Intro to call software	CRM dashboards and owning your contribution	Intro to your company solution/s	Intro to Data Process
2:00-2:30	Product Session	Call software activity	Listen to sales calls	Listen to sales calls	Listen to sales calls
2:30-3:00		How a business evolves and is structured	Review Account Mapping	Competitor Training	Catch up session with direct line to discuss how calls went
3:00-3:30	Outbound Prospecting Session 1: SOR Introduction	Outbound Prospecting Session 2: Undertanding Prospects	Outbound Prospecting Session 3: Automation and ABM	Outbound Prospecting Session 4: Emails Templates and Customization	Outbound Prospecting Session 5: Email Followup and Responses
3:30-4:00					
4:00-4:30	Standup - Review	Standup - Call Review	Standup - Role Play	Standup - Call Review	Standup - Happy Hour
4:30-5:00	Product Session	Shadow Buddy	Shadow Buddy	Shadow Buddy	Shadow Buddy
5:00-5:30	Review day/write down questions for team	Review day/write down questions for team	Review day/write down questions for team	Review day/write down questions for team	Review day/write down questions for team

KEY:

Online resource	Reoccuring Meetings
In person/call training	Sales Impact Academy
Call software	Role Play
Shadow	Call Block

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9:00–9:30	Standup	Standup	Standup	Standup	Standup
9:30–10:00	Outbound Prospecting Session 6	Shadow Team Member	Outbound Prospecting Session 9	Shadow Team Member	Shadow Team Member
10:00–10:30	Outbound Prospecting Session 6	Role Play	Outbound Prospecting Session 9	Role Play	Role Play
10:30–11:00	Call Block	Call Block	Call Block	Call Block	Call Block
11:00–11:30	Intro to key product/service	Sales Nav Mastery	Getting Prospects to Show up	Handling No Shows	Putting It All Together
11:30–12:00	Check-in		Check-in		
12:00–12:30	Lunch	Lunch	Lunch	Lunch	Lunch with Manager
12:30–1:00	Lunch	Lunch	Lunch	Lunch	Lunch with Manager
1:00–1:30	Persona Mastery	How to follow up with marketing leads	Team Meeting		
1:30–2:00	Shadow Team Member	Shadow Team Member	Shadow Team Member	Shadow Team Member	Shadow Team Member
2:00–2:30	Key product/service Video	Calls playback	Calls playback	Calls playback	Calls playback
2:30–3:00	Key product/service Video	Compliance Training	Compliance Training	Compliance Training	Compliance Training
3:00–3:30	Outbound Prospecting Session 7	Outbound Prospecting Session 8	Outbound Prospecting Session 10	Outbound Prospecting Session 11	Outbound Prospecting Session 12
3:30–4:00	Outbound Prospecting Session 7	Outbound Prospecting Session 8	Outbound Prospecting Session 10	Outbound Prospecting Session 11	Outbound Prospecting Session 12
4:00–4:30	Standup – Review	Standup – Call Review	Standup – Role Play	Standup – Call Review	Standup – Happy Hour
4:30–5:00	Call Block	Call Block	Call Block	Call Block	Call Block
5:00–5:30	Calls playback	Calls playback	Calls playback	Calls playback	Calls playback

KEY: Online resource | Reoccuring Meetings | Call software | Role Play
Compliance Training | In person/call training | Sales Impact Academy | Shadow | Call Block