

# SALES ONBOARDING PROGRAM



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# BEFORE NEW HIRE STARTS

## SETUP FOR SUCCESS

Give The New Hire Logins To:

- a. Logins for: Email, Hubspot, Pro, Klipfolio, PowerBi Ring Central, TWG Merch, Dealerweb, Concur, computer, Microsoft
- b. Utilize the New Hire Checklist as supplied by HR
- c. Territory report
- d. TWG Credit Card(BDM+)

## FIRST WEEK

- Hubspot Training
- Product Training
- Team Introductions
- Warehouse 101
- General Sales Training
- Territory Review

## SECOND WEEK

- Pro Training (Invoice, Tracking, Setup Etc)
- In the field, meetings with key customers in territory

## THIRD WEEK

- Day in the life (SAM)
- On the phones



## FOURTH WEEK

- In the field with manager



**TWIG**

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