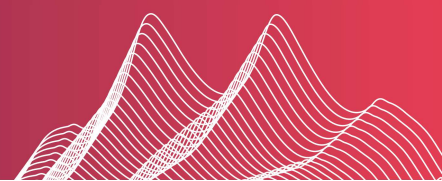


SDR Training Schedule Template

Speed up ramp time with this SDR training process

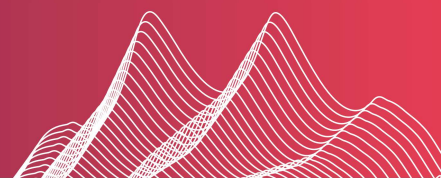


WEEK 1	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
9:00- 9:30	Standup	Standup	Standup	Standup	Standup
9:30-10:00	Set up laptop & all websites/slack channels, etc	Tech run through (All platforms eg. Salesforce) Everything setup/ understand how to use	Shadow Buddy	Shadow Buddy	Shadow Buddy
10:00 - 10:30	Intro to your company		Intro to CRM	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 activity	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		Meet your buddy	Lunch	Lunch	Lunch
12:30 - 1:00	Intro to training program/what to expect		Persona/buyer Introduction	Team Meeting	Call Block
1:00 - 1:30	Intro to Industry	Intro to call software	CRM dashboards and owning your contribution	Intro to your company solution/s	Intro to Data Process
1:30 - 2:00	Product Session	Call software activity	Listen to sales calls	Listen to sales calls	Listen to sales calls
2:00 - 2:30		How a business evolves and is structured	Review Account Mapping	Competitor Training	Catch up session with direct line to discuss how calls went
2:30- 3:00	Outbound Prospecting Session 1: SDR Introduction	Outbound Prospecting Session 2: Understanding Prospects	Outbound Prospecting Session 3: Automation and ABM	Outbound Prospecting Session 4: Emails Templates and Customization	Outbound Prospecting Session 5: Email Followup and Responses
3:00- 3:30					
3:30- 4:00	Standup - Review	Standup - Call Review	Standup - Role Play	Standup - Call Review	Standup - Happy Hour
4:00- 4:30	Product Session	Shadow Buddy	Shadow Buddy	Shadow Buddy	Shadow Buddy
4:30- 5:00	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
5:00- 5:30					

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

SDR Training Schedule Template

Speed up ramp time with this SDR training process



WEEK 2	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
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		Role Play		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
12:30 - 1:00					
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		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					
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	Call software
	In person/call training	Shadow
	Reoccurring Meetings	Role Play
	Sales Impact Academy	Call Block
	Compliance Training	