

# One Week- Buddy Program



Peer-learning Initiative by Sales Team

# Introduction

- Welcome to our 1-week buddy program for new sales reps! This program is designed to provide comprehensive training and support to new sales reps during their first week on the job, with the goal of helping them become successful and effective members of our sales team.

# Goals and Objectives

- To provide new sales reps with a structured, supportive environment during their first week on the job.
- To provide new sales reps with comprehensive training and resources to help them become effective salespeople.
- To pair new sales reps with experienced "buddies" who can provide guidance, support, and mentorship during the training period.
- To ensure that new sales reps have a solid understanding of our products, services, and sales processes, and are equipped to begin selling effectively.

# Program Schedule: Day 1

- Introduction to the sales team and company culture
- Overview of products and services
- Introduction to the CRM system
- Buddy pairing

## Program Schedule: Day 2-4

- Product training sessions
- Sales strategy and technique training sessions
- Role-play exercises with buddies
- Ongoing coaching and support from buddies



# Program Schedule: Day 5

- Final training and review session with buddies
- Performance evaluation and feedback

# Roles and Responsibilities

- New Sales Reps:
- Attend all training sessions and complete all assigned activities
- Ask questions and seek clarification as needed
- Be open to feedback and constructive criticism
- Be actively engaged in the training process and committed to becoming an effective salesperson

# Roles and Responsibilities

## New Sales Reps:

- Attend all training sessions and complete all assigned activities
- Ask questions and seek clarification as needed
- Be open to feedback and constructive criticism
- Be actively engaged in the training process and committed to becoming an effective salesperson



# Roles and Responsibilities

## Buddies:

- Attend all training sessions with their assigned new sales rep
- Provide guidance, support, and mentorship
- Provide ongoing coaching and feedback throughout the week
- Provide a final evaluation and feedback session

# Conclusion

We believe that our 1-week buddy program for new sales reps will be an effective way to provide comprehensive training and support to new sales reps during their first week on the job. We are committed to ensuring the success of our new sales reps, and we believe that this program will help them become effective and successful members of our sales team.



Questions?





Thank You!

