



Sales Onboarding: Who You Need to Meet

You should **schedule time** to meet the following people in your first month at GreatCo. They are all expecting you to reach out, so don't worry about throwing some time (between 30 mins - 1 hour) on their calendars!

- **Demos:** Speak with @jim about how to demo Guru. This should be done in your second week.
- **Revenue Operations:** Reach out to @angela to get an understanding of how Rev Ops supports you & the rest of the revenue team via processes, policies, tools & data.
- **Customer Success (CX or CS):** Set up time with @andy to learn what it's like to implement a customer successfully. This will help you communicate expectations to prospects.
- **Customer Support:** Talk with @pam about what it's like if a product issue comes up for a user.
- **Product Marketing:** Find time with @michael to talk about GreatCo.'s positioning and competitive landscape. This will be especially helpful in week three, as you will be doing your customer stories certification.
- **Product:** @pam will be conducting a monthly product onboarding training