**Sales Manager 1-on-1 Coaching Planner**

**Cracking The Sales Management Code’s 5 Areas of Focus**

|  |  |  |  |
| --- | --- | --- | --- |
| **Area** | **Components** | **Focus for this 1-on-1** | **Rep’s Next Actions** |
| Opportunity Management | Better understanding and improvement of multi stage complex deals |  |  |
| Call Management | Sales call scripts, mock calls, recording calls |  |  |
| Sales Force Enablement | Sales team training, coaching etc. |  |  |
| Account Management | Defining processes and reporting account management success |  |  |
| Territory Management | Correctly allocating the right resources to the right type of ideal customer profile |  |  |

**Rep’s Top 3 Outcomes for the Week**

|  |  |  |
| --- | --- | --- |
| **Priority** | **Desired Outcome** | **Next Action** |
| #1 |  |  |
| #2 |  |  |
| #3 |  |  |

**Manager to Rep Feedback**

|  |  |  |
| --- | --- | --- |
| **Type** | **Feedback** | **Next Action** |
| Positive |  |  |
| Constructive |  |  |