

30 / 60 / 90 Day Medical Sales Ramp Plan

Rep Information

Rep Name: _____

Role: _____

Manager: _____

Start Date: _____

First 30 Days – Learn & Observe

- Product & clinical training
- Territory familiarization
- Ride-alongs and shadowing

Days 31–60 – Activate & Build

- Account introductions
- Pipeline creation
- VAC / procurement exposure

Days 61–90 – Execute & Forecast

- Close early deals
- Forecast accuracy
- Territory cadence execution

Manager Review & Sign-off

Manager Notes: _____

Sign-off: _____ Date: _____