

# 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: \_\_\_\_\_