

Professional Development Plan

Employee name: Sales Mary

Start date: XX/XX

Plan until: XX/XX (Annual review)

Current position: Sales Executive

Next step (main goal): Promotion to Sr Sales Manager

Initiative	Type	Goal	Metrics	Deadline	Budget	Comments
Workshop on advanced corporate sales techniques	COURSE	Increase understanding of key sales objections and the techniques to break them	Complete 100% of the course	Until XX/XX	Use of the annual budget for professional development	Registration done
Represent the company at the booth of the main event of the sector	EVENT	Strengthen the connection with potential customers, analyze competitors and learn about trends	event attendance	Until XX/XX	Sales Team Budget	assigned budget
Private English and Spanish classes for sales	CLASS	Increase fluency in English and Spanish to interact with customers in the countries where we operate	90% attendance during business weeks	Until XX/XX	Language Program (HR)	In process 94% attendance
Mentoring with VP of Marketing	MENTORSHIP	Increase the quality of collaboration and sharing between marketing and sales teams	Complete 5 mentoring sessions	Until XX/XX	Mentoring Program (HR)	2/5

Comments:

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