



# Smartsheet Accelerator **for Sales Rep Onboarding**

Onboarding a new sales rep comes with significant business cost, especially without a proper plan that expedites the process. Additionally, 70% of sales team members are more likely to stay with your company for at least three years if they experience a seamless and informative onboarding process.

To solve sales rep onboarding issues and help with planning, the Smartsheet Accelerator for Sales Rep Onboarding is built on proven best practices to help familiarize new reps with your company's products and services, through self-assessment and transparent monitoring of their output through the initial ramp-up period.

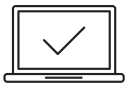
# Smartsheet Accelerator for Sales Rep Onboarding

## Overview



The Smartsheet Accelerator for Sales Rep Onboarding provides sales reps with a single point of access to their training materials and sales results using a dashboard, which combines the best of your learning management system (LMS), quizzing system, and CRM sales data.

This solution makes sales rep onboarding a faster, full-service process that lets new hires hit the ground running. Results roll up to a centralized dashboard, giving management instant access to onboarding team and individual progress.



### Streamline Your Sales Hire Intake Process

Smartsheet Accelerator for Sales Rep Onboardings integrates the gathering of new sales hire data from your LMS and CRM systems while providing team assignment and approvals.



### Instant Onboarding Portal Provisioning

Smartsheet Accelerator for Sales Rep Onboardings gives each new hire a personalized portal for real-time insights their onboarding progress and how they stack up against other sales reps.

### Onboarding Visibility for Sales Management



#### Automate Onboarding Processes

Reduce sales management, as well as the time account executives spend manually preparing sales onboarding progress reports.

#### Deploy Your Engagement Systems With Confidence

Deploy consistent, end-to-end sales rep onboarding management, at scale. This includes reporting and dashboards for instant insights, global updates for ongoing changes, and deal archiving.

# Smartsheet Accelerator for Sales Rep Onboarding

Key Components, Capabilities, & Benefits (cont.)

## Optimize Sales Rep Onboarding Experiences



### Accelerator Framework

- The Sales Management group of Smartsheet Accelerators focuses on Customer Engagements, Sales Rep Onboarding, and Sales Forecasting.
- The Smartsheet Accelerator for Sales Rep Onboardings has 2 Dashboards, 11 sheets, 5 reports, and 1 Blueprint.
- A key system requirement for this accelerator is the Salesforce Connector or the Microsoft Dynamics 365 Connector.
- An optional requirement for HR, LMS, and other system integration would be the Smartsheet Data Uploader.



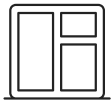
# Smartsheet Accelerator for Sales Rep Onboarding

## Key Components, Capabilities, & Benefits (cont.)



### Other Key Capabilities

- Recommended solution deployment configurations are preset to address your specific, yet common business challenges.
- Onboarding and change management guidance is supported by new Smartsheet capabilities like Onboarding Center.
- Solution Assurance Package to help maintain the solution through its lifecycle. (Consulting deployment only.)
- \*Optional Additional Consulting - Optional Integration Support for Salesforce Connector, Microsoft Dynamics 365 Connector, Jira Connector, and API connections to external systems.



### Key Benefits

Smartsheet Accelerator for Sales Rep Onboarding speeds up time to value for sales leadership by delivering optimized templates with cost effective best practices, resulting in a rapid ROI.

- Enhanced sales onboarding process management ensures better onboarding decisions are made faster.
- Automation reduces time wasted on manual notifications and updates.
- Confidently deploy large-scale sales program management initiatives with enterprise-grade security and administration.