

Sales Induction & Onboarding

FMCG Brands & Distribution

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This guide explains what the tool produces, how to use the output, and what to watch for. The actual output (draft/report) is generated on the tool page.

Background

Builds a sales induction and onboarding program — product and margin knowledge, beat and system training, work-with plan, first-30/60/90-day goals and certification — so new hires start selling fast instead of floundering. Use it to onboard sales staff. For ongoing skills use the Field Sales Training Program.

Purpose of this tool & output

Get new sales hires productive fast

How the output is used

Use it to get new sales hires productive fast — a sales induction and onboarding plan covering product, beat and selling basics.

Important cautions

Structured work-with in the market is what makes new sales hires productive; do not just hand over a beat.

Companion documents

- Field Sales Hiring Kit
- Sales Employee Agreement
- Field Force Attendance & Reporting System
- Sales Performance Management & PIP
- FMCG Field HR Policy Handbook
- Field Force Retention & Engagement

This is AI-assisted guidance. Verify with a qualified professional before any binding decision. Fees, authorities and processes vary by state and change over time — confirm with your state authority.