Sales Manager: First 90 Days Checklist

Get to know the product and the market.	
Set 1:1s with your team.	
Listen to sales calls.	
Meet with department heads (CS, Marketing, etc).	
List the current tech stack used by your team.	
Identify gaps in tech capabilities.	
Understand company OKRs and how your team will be measured against them.	
Understand how your own performance will be measured.	
Track your team's KPIs and analyze the outcomes.	
Identify opportunities for quick wins.	
Outline a clear plan for the next few quarters.	

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