

Day in the life of a Sales Coach



30%

Call Out activities with the team –
Monitoring calls with Customers
and providing feed-back



40%

One to one coaching sessions



Olga Nikrasova

**Sales Coach , Medium
Business , Sweden**

Has a team of 12 Inside Sales
Account Managers . Handles Call
Out activities with the team , one to
one sessions , on-site coaching
activities and product training.



5%

Check Ins with the whole team

15%

Plan Focus Weeks on different
solutions on a weekly basis and
book Product Training



10%

Endorsements and Hot Seats