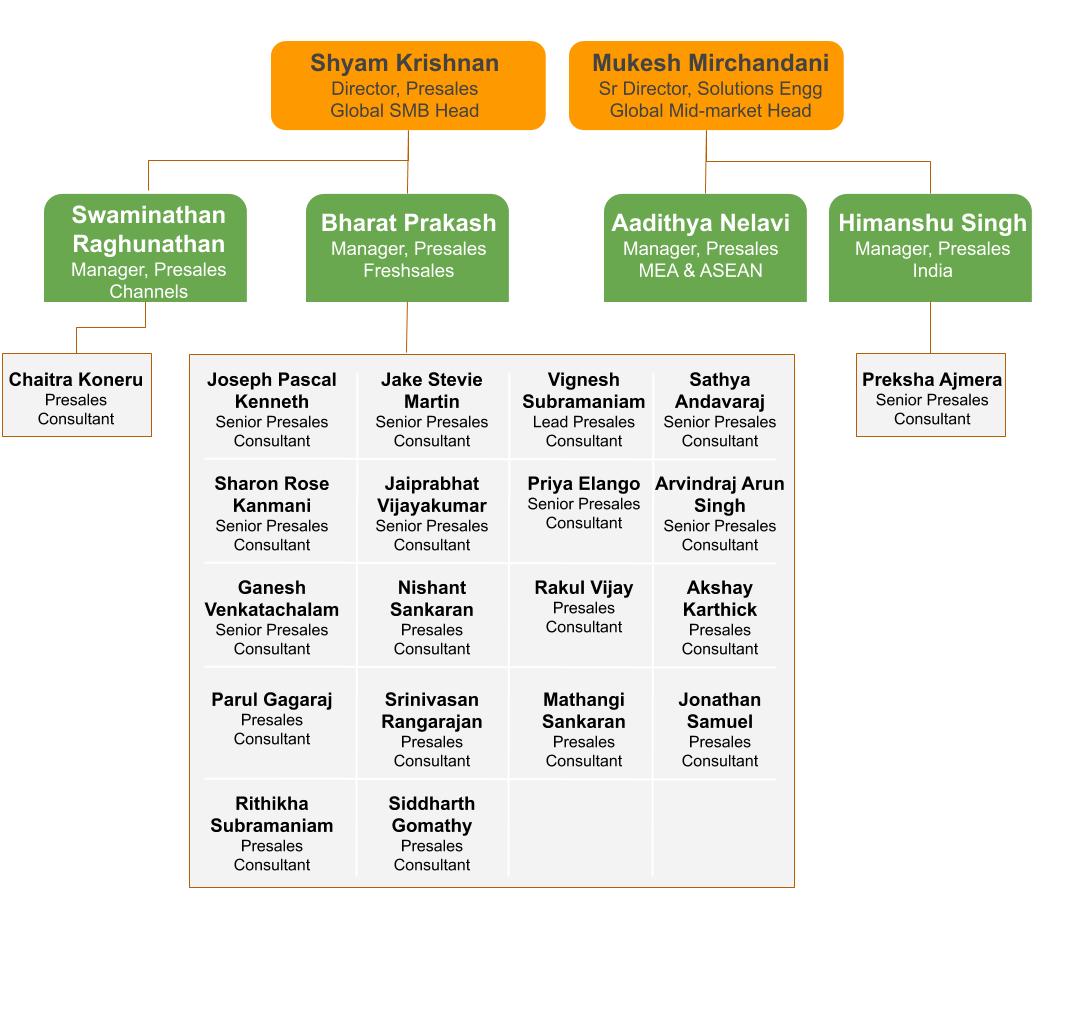
# Title: Freshsales Presales

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  + [Sample Solution document template](#X9cb46831e3b89a80120e38b121666841efdce51)
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## Org Structure



## Team Members - Contact info

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| [S.NO](http://S.NO) | SEGMENT | NAME | ROLE | REGION | EMAIL | PHONE | AGE (years in Freshworks) |
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| 3 | SMB | Sharon Rose Kanmani | Senior Product Consultant | RoE | [sharon.rose@freshworks.com](mailto:sharon.rose@freshworks.com) |  | 2+ |
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| 9 | SMB | Jonathan | Product Consultant | US East | [jonathan.samuel@freshworks.com](mailto:jonathan.samuel@freshworks.com) |  | 1+ |
| 10 | SMB | Rakul | Senior Product Consultant | UK | [rakul.vijay@freshworks.com](mailto:rakul.vijay@freshworks.com) |  | 1+ |
| 11 | SMB | Mathangi | Product Consultant | India | [mathangi.sankaran@freshworks.com](mailto:mathangi.sankaran@freshworks.com) |  | 1+ |
| 12 | SMB | Parul | Product Consultant | ANZ | [parul.gajaraj@freshworks.com](mailto:parul.gajaraj@freshworks.com) |  | 1+ |
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| 16 | SMB Farming | Priya Elango | Senior Product Consultant | US Central | [priya.elango@freshworks.com](mailto:priya.elango@freshworks.com) |  | 1+ |
| 17 | Channels | Chaitra | Product Consultant | US | [chaitra.koneru@freshworks.com](mailto:chaitra.koneru@freshworks.com) |  | 1+ |
| 18 | Chat | Rithikha Subramanian | Graduate Trainee | ROW | [rithikha.subramanian@freshworks.com](mailto:rithikha.subramanian@freshworks.com) |  | 0-1 |
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| 21 | Mid Market | Joseph Kenneth Pascal | Senior Product Consultant | USA | [joseph.kenneth@freshworks.com](mailto:joseph.kenneth@freshworks.com) |  | 2+ |
| 22 | Mid Market | Preksha Ajmera | Senior Product Consultant | India | [preksha.ajmera@freshworks.com](mailto:preksha.ajmera@freshworks.com) |  | 2+ |

## Goals

## Process (Day-in / Day-out)

## Aspirations

## New-hire Onboarding

#### Intro

#### Equipment & Tools

#### Product training Agenda (class room)

#### Exercise (To do’s in the product)

#### Mock Demo

#### Demo flow finalisation

#### Go Live - Tickets & Chat

#### Go Live - Demo & Account handling

#### Post Go-Live review (30 days from going Live)

## Collaterals

#### Demo flow (Best practices)

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#### Sample Discovery notes template

#### Sample Solution document template

#### Sample Proposal presentation template

#### Product Asks from Presales sheet (Freshrelease)

#### Best Demo recordings (Samples from different team members)

#### Knowledge Sharing session (Repository)

## Initiatives