

30 60 90 days plan for customer success

Purpose of this slide is to address the details about company's 30 60 90 days plan for customer success. Major elements covered in the plan are Listen and understand, analyse, plan and execute.

30 60 90 days plan for customer success		
First 30 Days	First 60 Days	First 90 Days
<p>Listen and Understand</p> <ul style="list-style-type: none">Meet the stakeholdersUnderstand the product and existing proceduresConnect with potential leadsAdd text here	<p>Plan</p> <ul style="list-style-type: none">Evaluate customer sentiment and segment accordinglyDevelop a customer success strategyDefine performance KPIsCreate an expansion planAdd text hereAdd text here	<p>Execute</p> <ul style="list-style-type: none">Select a platform for customer successBudget approvalAllocate resourcesCommunicate goalsMap out customer journeyMonitor and refine the processAdd text hereAdd text here
<p>Analyze</p> <ul style="list-style-type: none">Extract data from repositoryUnderstand recurring revenueAnalyze last 100 days churnAdd text here		



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N Colangelo

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