

The Hiring & Managing Bootcamp

Curriculum. Five 90-minute live sessions, one a week.

Learn how to hire the right seller, set their targets, ramp them, run the week and grow a team, built around your real pipeline and your next real hire. You leave every session with a finished section of your playbook.

01 Do you even need to hire, and who?

YOU LEARN	Which role your stage actually needs, and how to resist hiring a heavyweight leader before you have the repeatability to justify one.
YOU LEAVE WITH	Your stage diagnosis, and the right role and timing for your next hire.
EXERCISES	Founder-to-sales-leader journey · Role-choice matrix (stage, deal size, bandwidth) · Cost of a bad hire · Myth-check

02 What must be in place before they start?

YOU LEARN	How to turn what is in your head into a playbook another person can sell from, and spot the gaps that would make a good hire fail.
YOU LEAVE WITH	Your minimal Day-1 playbook checklist, and the gaps to close before anyone starts.
EXERCISES	Minimal playbook builder · ICP and Five Ps · Sales process and stage exits · Ramp-adjusted target and comp structure

03 How do you hire the right person?

YOU LEARN	Run a consistent, evidence-based hiring loop, and tell a builder from a storyteller who interviews well.
YOU LEAVE WITH	Your hiring scorecard, an interview loop you can run tomorrow, and a work-sample pack.
EXERCISES	First Sales Hire Rubric · Five-signal scorecard · Interview-loop planner · Live interview exercise

04 How do you set targets, ramp them, and run the week?

YOU LEARN	Set a realistic target and the pipeline coverage to hit it, make productivity measurable by evidence, run a weekly rhythm, and read the few numbers that predict the result.
YOU LEAVE WITH	A ramp-adjusted target and the coverage to hit it, a 90-day ramp plan, your weekly rhythm, your metric set, and an AI-in-the-workflow plan.
EXERCISES	90-day ramp template · Deal inspection scorecard · Weekly rhythm planner · Metrics set

05 How do you coach, grow, cut, and scale to a team?

YOU LEARN	Coach behaviour rather than nag outcomes, make the cut decision early and fairly, and choose how to grow the team.
YOU LEAVE WITH	A coach or cut rule, a 1:1 coaching cadence, and your team-growth plan.
EXERCISES	Coach or cut rule · 1:1 coaching template · Team-growth decision

Every session ends with a real asset. By the end they assemble into one **Founder's Sales Leadership Playbook**, ready to run in Claude or ChatGPT.

FORMAT

Live online. Max 20 per cohort.
One session a week.

PRICE

£950 per seat, £750 with a Climb
Growth Score.

→ closingfoundry.com/sales-hiring-bootcamp