## 30/60/90-DAY MARKETING ONBOARDING CHECKLIST

## FIRST 30 DAYS: LEARN AND ASSESS

Review marketing channels, campaigns, and metrics
Audit content, brand assets, and engagement
Meet cross-functional teams to align on goals and workflows
Understand audiences, buyer journeys, and segments
Draft preliminary campaign calendar and content plan
Identify quick wins for visibility and engagement
DAYS 31-60: BUILD AND LAUNCH
Launch campaigns with clear goals and tracking
Maintain consistent content rhythm across channels
Test messaging, formats, and calls to action
Develop templates and processes for repeatable work
Set up dashboards to track engagement and performance
Support cross-functional efforts (e.g., launches, hiring, brand)
DAYS 61-90: OPTIMIZE AND SCALE
Analyze results and refine messaging and formats
Build documentation for workflows and campaign playbooks
Deepen collaboration with internal stakeholders
Recommend tools, partners, or resources as needed
Expand content pillars and explore growth channels
Create quarterly roadmap aligned with priorities

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