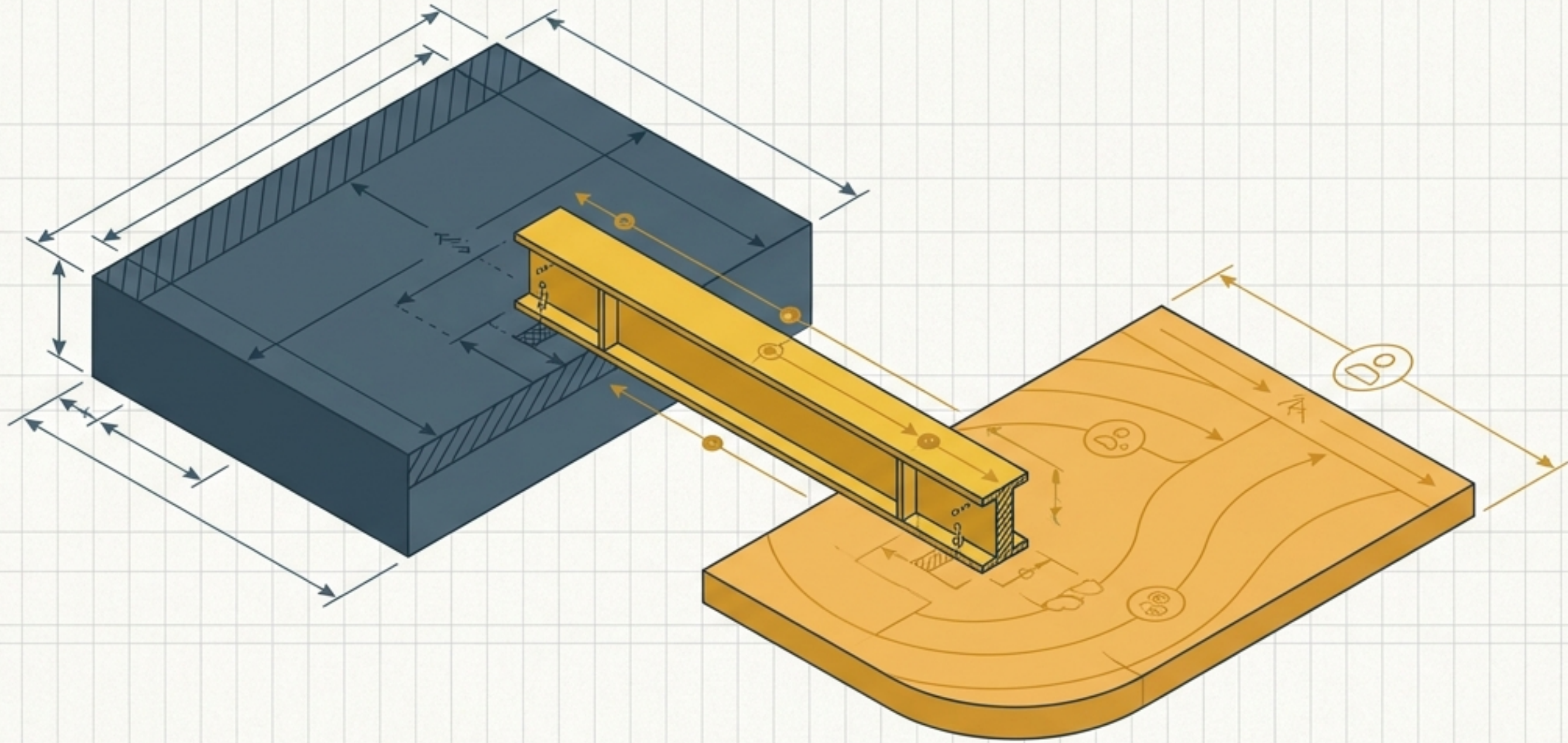
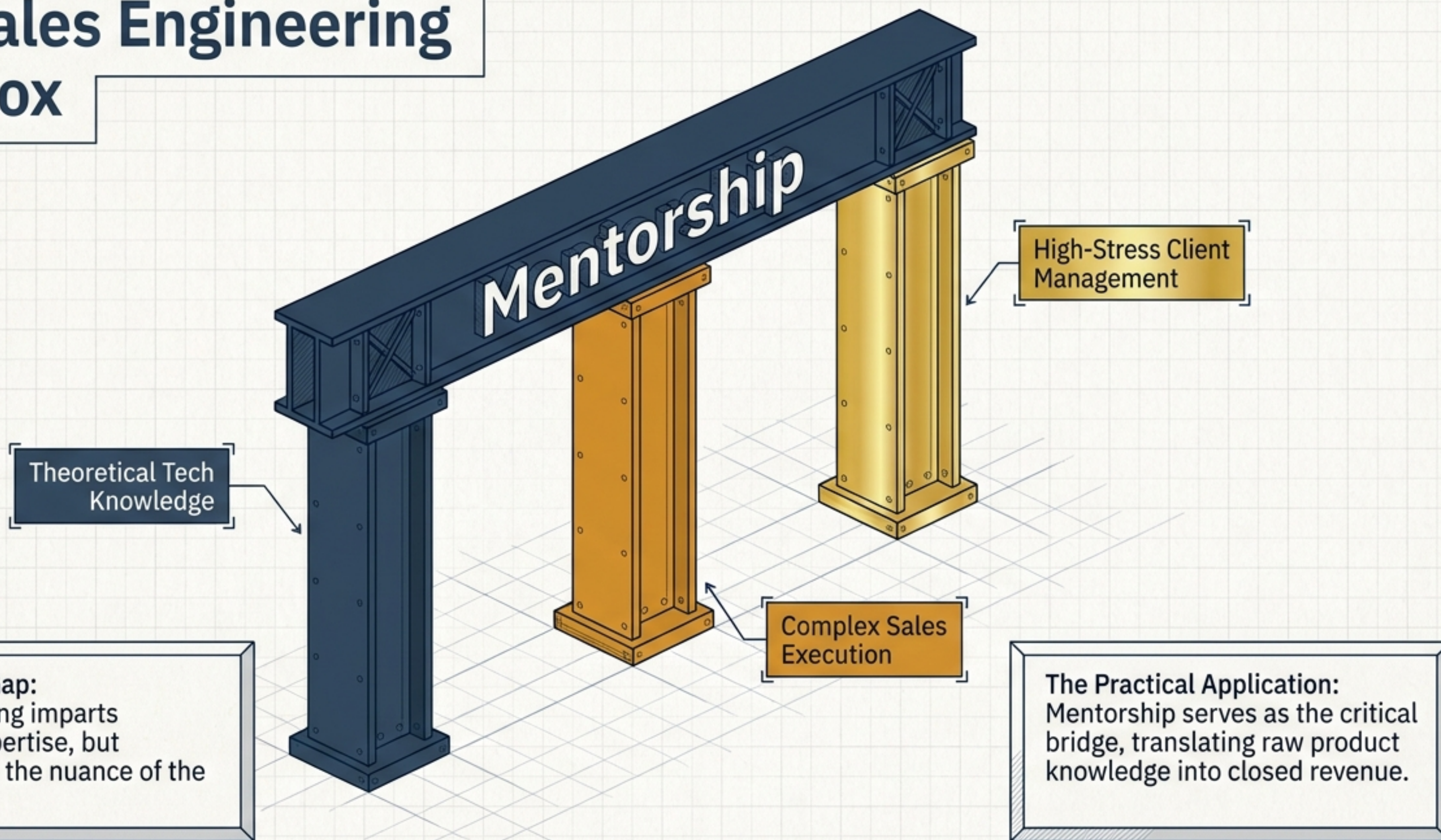




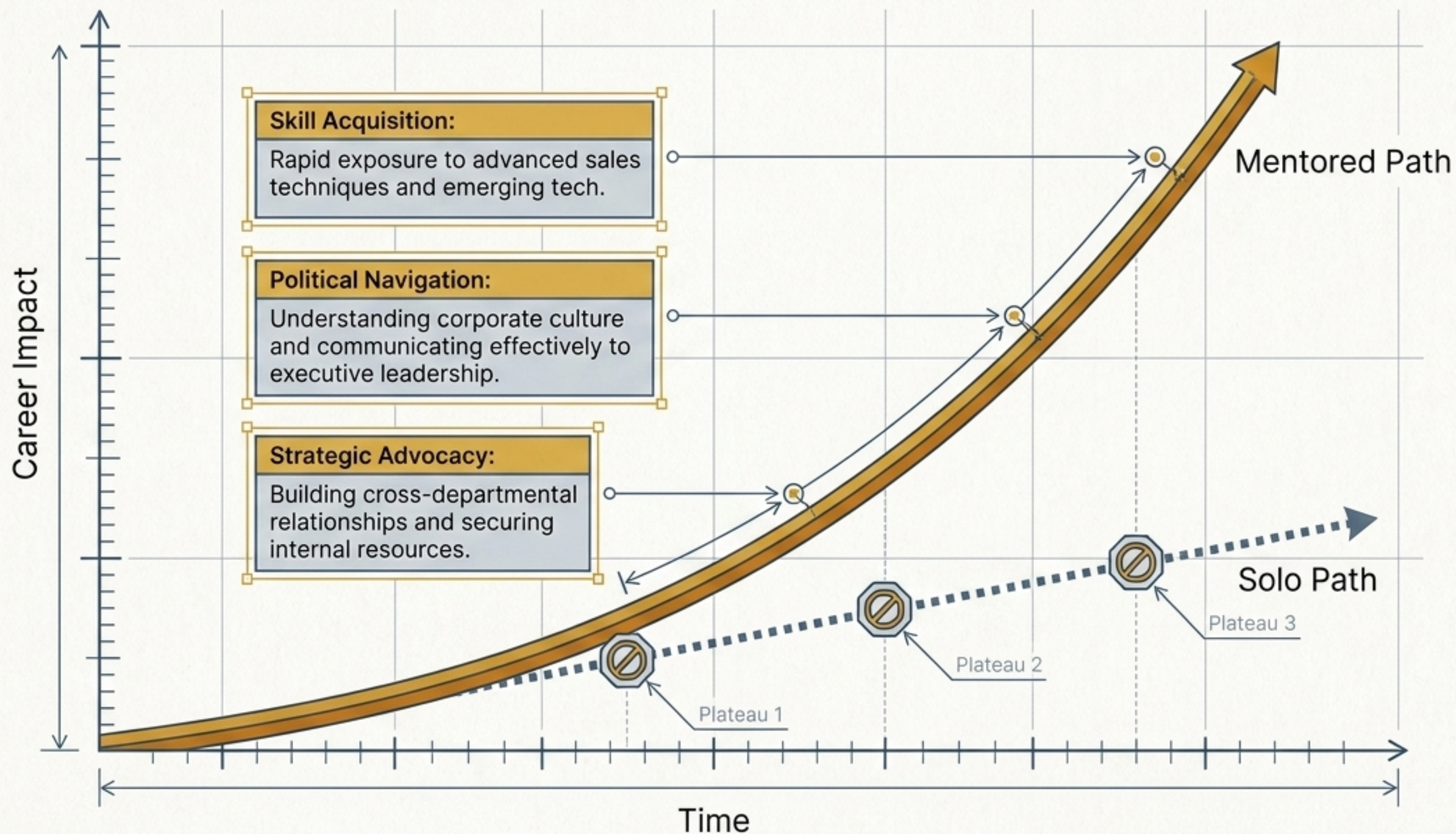
The Blueprint for **Sales Engineering Mentorship**

Bridging Technical Mastery and Sales Acumen

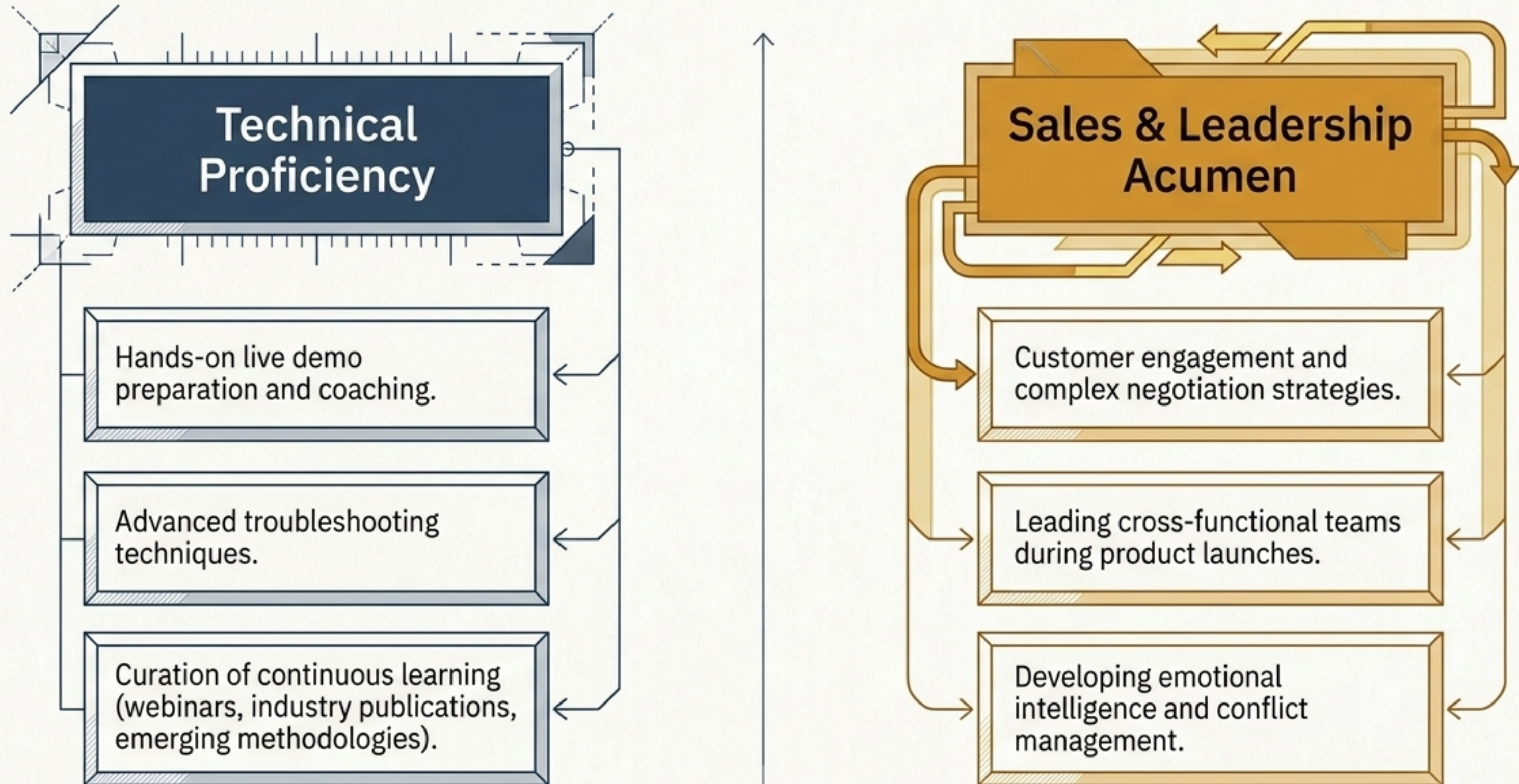
The Sales Engineering Paradox



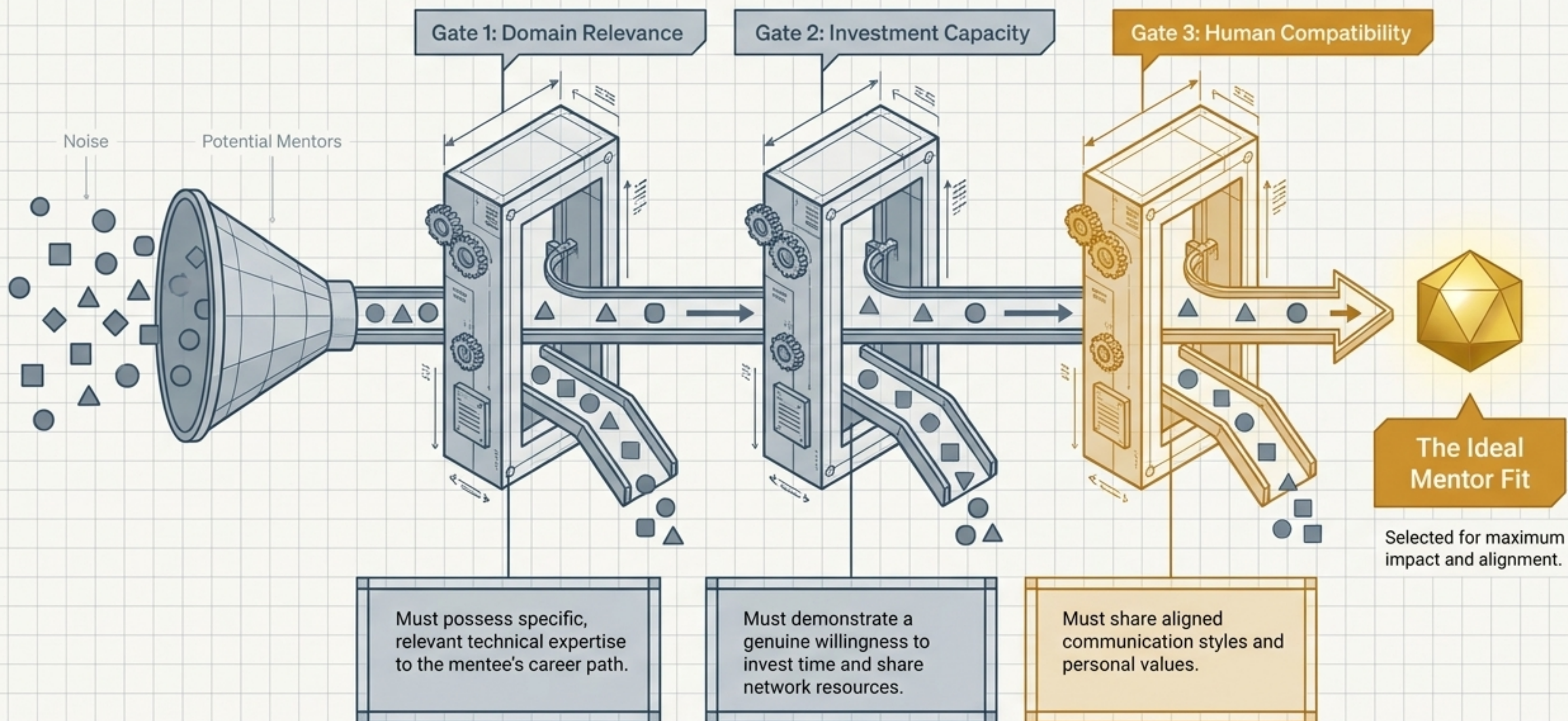
The Mentee's Acceleration Curve



The Dual-Track Skill Development Framework



Finding the Signal in the Noise



The Mentor's ROI: The Upward Spiral

Leadership Incubation

Provides a real-world testing ground for advanced management and strategic decision-making skills.

Network Expansion

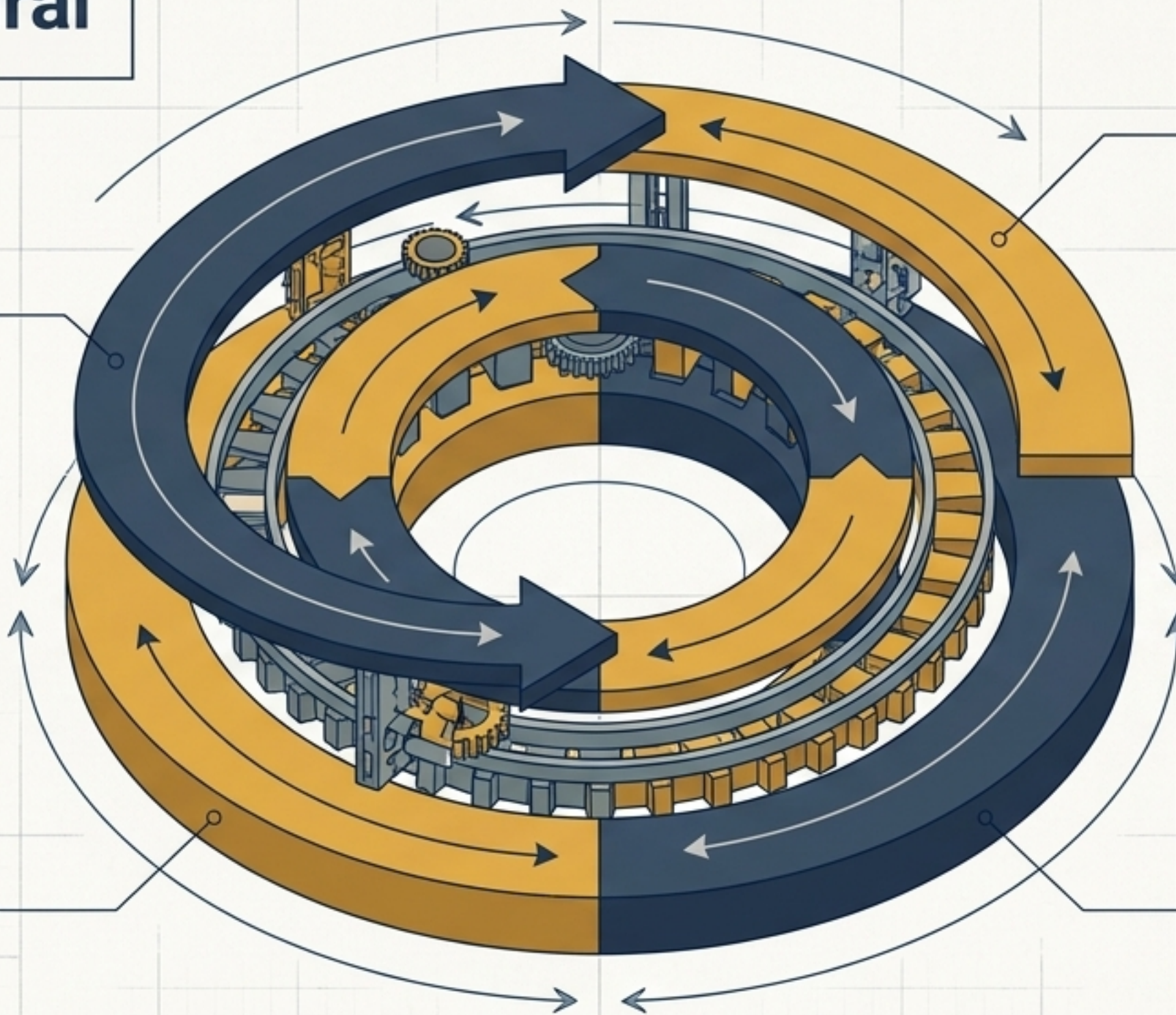
Gaining secondary access to the mentee's professional network yields new contacts and insights.

Knowledge Solidification

Teaching complex concepts reinforces the mentor's own learning and reveals new perspectives.

Reputation Capital

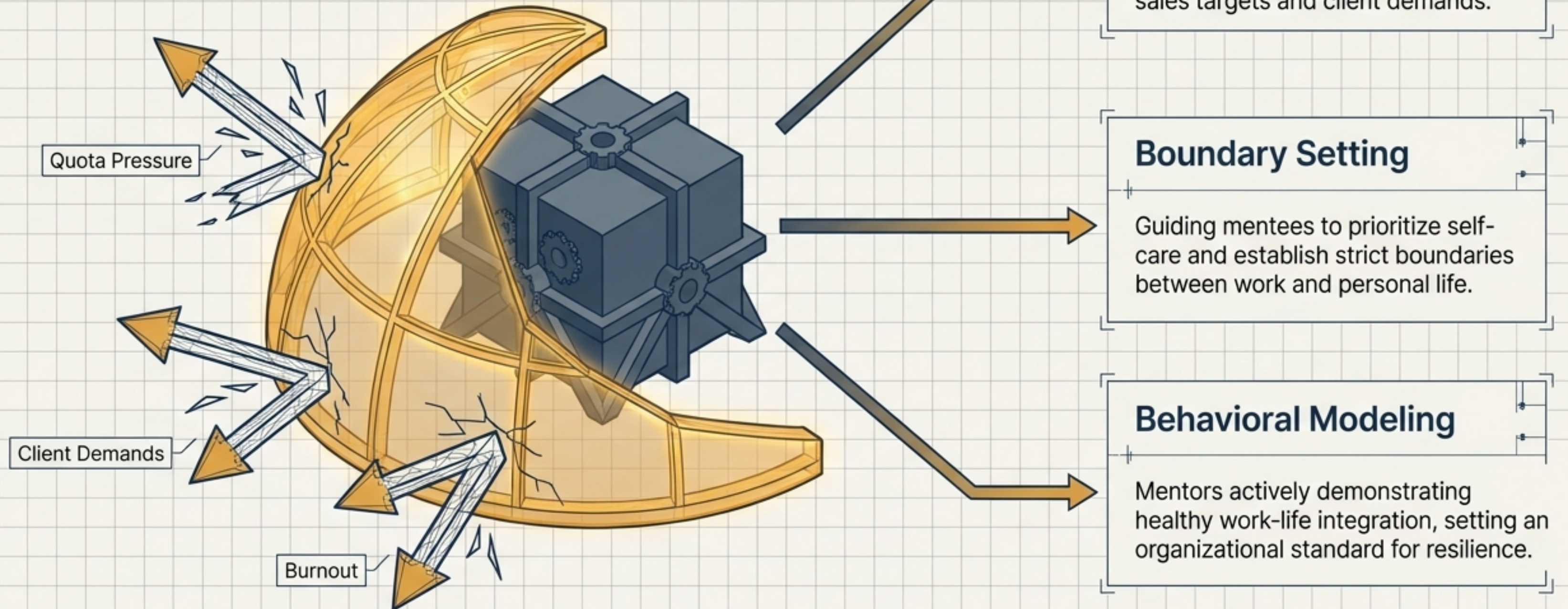
Mentorship signals distinct leadership qualities to the organization, unlocking strategic initiatives.



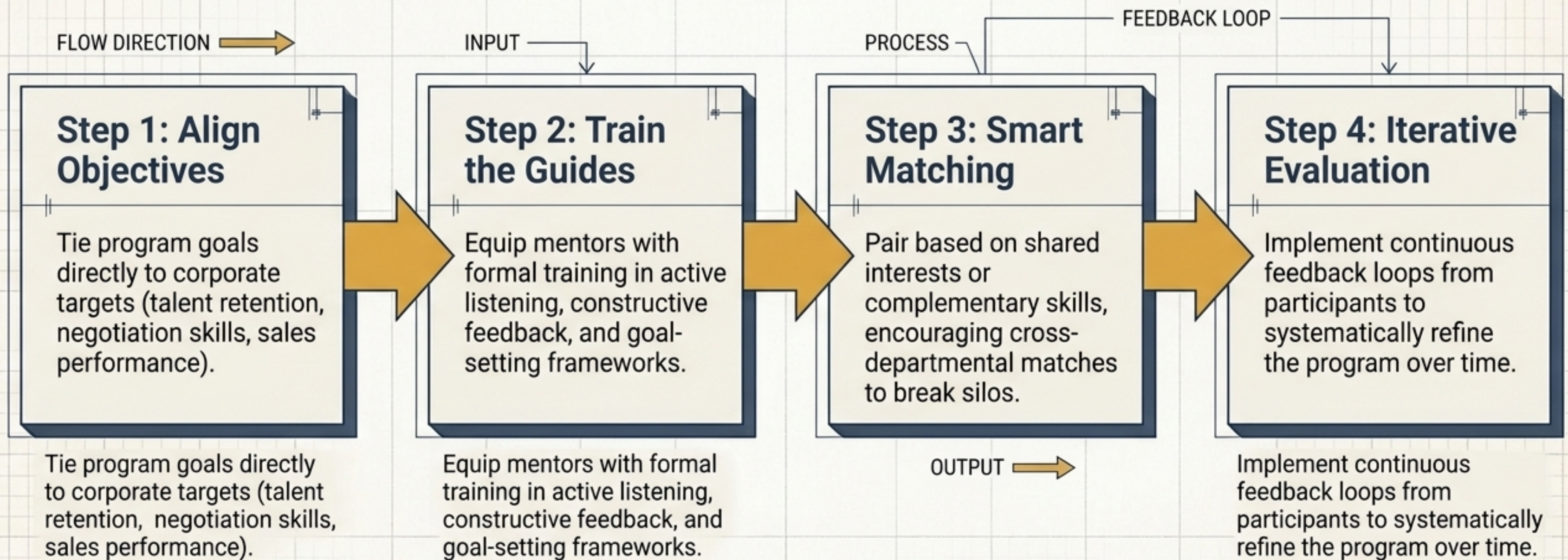
Mentorship Troubleshooting Matrix

Symptom	Root Cause	Structural Solution
Misalignment on what constitutes success.	Unspoken assumptions and unaligned career goals.	Engage in open communication from day one; establish clear objectives and regularly revisit them.
Missed meetings and lost momentum.	Demanding SE schedules (client meetings, product demos, deadlines).	Abandon rigid meetings; deploy flexible schedules utilizing virtual tech for high-frequency micro-check-ins.

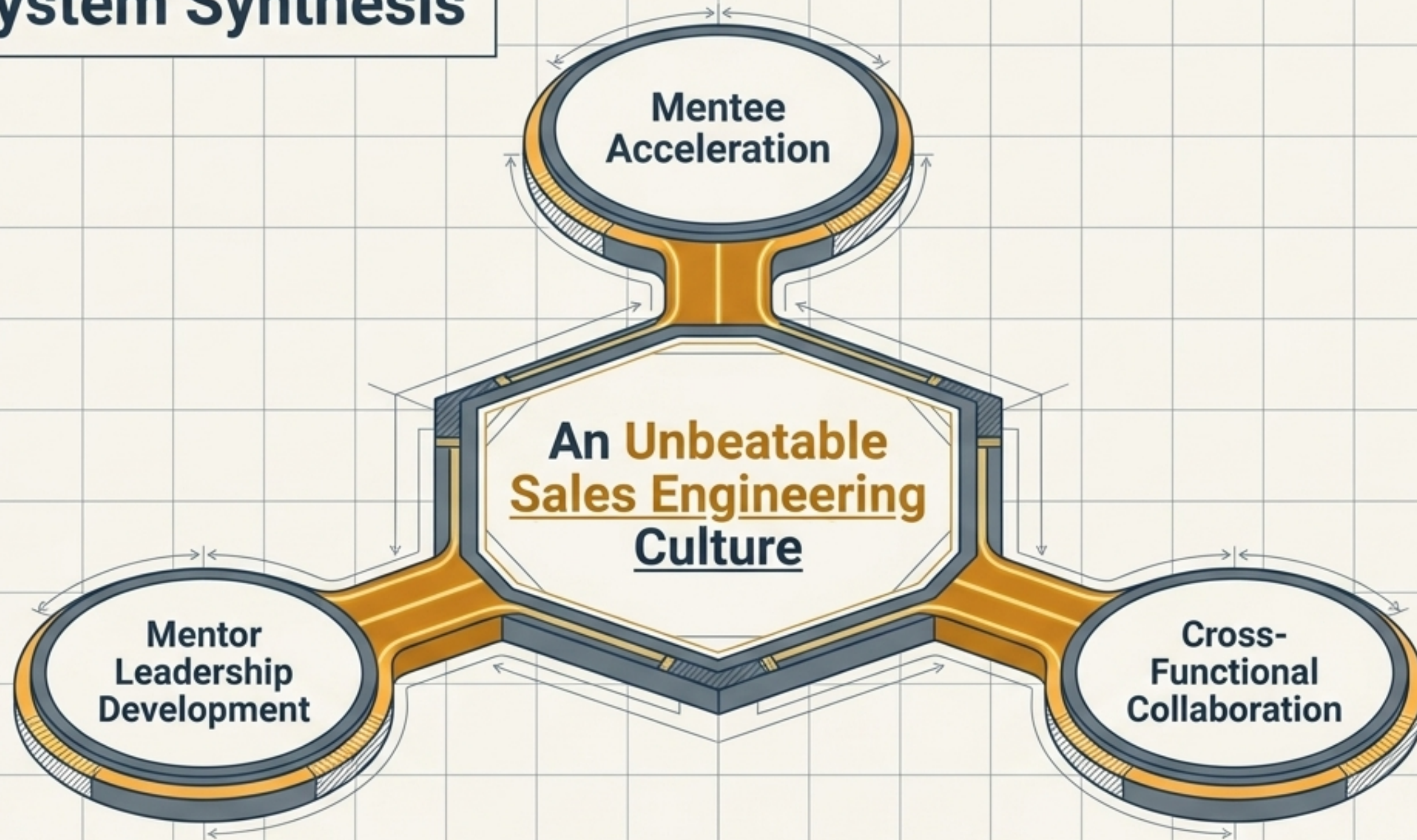
Beyond the Deal: Wellbeing and Resilience



Building the Organizational Engine



The Ecosystem Synthesis



Mentorship is not an HR initiative; it is the **operating system for lifelong learning and top-tier sales engineering performance.**