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web jan 26 2022 conduct a swot analysis set goals and create targets develop strategies review and track your results what is a sales territory plan a sales territory plan is a workable plan for targeting the right customers and implementing goals for income and consistent sales growth over time

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web jul 8 2020 step 1 analyze your market and segment customers the first thing to do when creating your sales territory plan is identify your business environment start with researching what is going on in your territory or vertical market figure out which approach you can use to drive the most sales

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web aug 3 2023 as territory sales plans are strategies that help you target the right customers for your product and implement goals about income and consistent sales growth over a period of time these work for organizations that focus their efforts on different geographic locations