

Medical Sales Territory Planning Template

Candidate & Territory

Candidate Name: _____

Role: _____

Territory: _____

Account Segmentation

Tier	Account Type	Priority Reason
A		
B		
C		

Stakeholder Mapping

Clinical Champions: _____

Economic Buyers: _____

Procurement / VAC: _____

Other Influencers: _____

90-Day Execution Plan

Top Accounts to Activate: _____

Pipeline Goals: _____

Risks & Mitigation Strategy: _____