

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: _____