Territory Plan - Template

Created by	C Chris Hughes
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Tags	

Territory Plan

AM Name	
Territory	
Sales Manager	
Date	
FY Quota	
FY Pipeline	
Multiple (5X Target)	

Territory Plan

Aa Account Name	Vertical	# Total Revenue (M)	# % IT Spend	Σ Potential IT Budget (M)	# Current Revenue w/US (M)	# # Employees	Referral	# Q1 OP $	# Q2 OP $	# Q3 OP $	# Q OP $
Untitled				0							
Bank of America	Financial	$25,000.00	10%	2500	$5.00	35,000	1 - Strong	2,000,000			
Southwest Airlines	Transportation			0			2 - Weak	1,500,000			
Kaiser Perm	Healthcare			0			3 - None	1,000,000			
Untitled				0				1,000,000			
Untitled				0				1,000,000			
Untitled				0					2,000,000		
Untitled				0					1,500,000		
Untitled				0					1,000,000		
Untitled				0					1,000,000		
Untitled				0					1,000,000		
Untitled				0						2,000,000	
Untitled				0						1,500,000	
Untitled				0						1,000,000	
Untitled				0						1,000,000	
Untitled				0						1,000,000	
Untitled				0							2,00
Untitled				0							1,50
Untitled				0							1,00
Untitled				0							1,00

Aa Account Name	Vertical	# Total Revenue (M)	# % IT Spend	Σ Potential IT Budget (M)	# Current Revenue w/US (M)	# # Employees	Referral	# Q1 OP $	# Q2 OP $	# Q3 OP $	# Q OP $
Untitled				0							1,00
Untitled				0							
Untitled				0							
Untitled				0							