

# TEAM SALES PLAN (TSP)

FOR THE PERIOD:

MANAGER'S NAME

## 12 MONTH CORPORATE / REGIONAL OBJECTIVES

## STRATEGIC SALES OBJECTIVE (SSO)

## KEY INITIATIVES

  

  

  


## TEAM RESULT AREA

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## ACTIVITY FOCUS - WHAT WILL YOU DO LOTS OF?

  

  

  

  

  


## COMPETENCIES REQUIRED - WHAT SKILLS ARE GOING TO ENSURE THE ACTIVITY IS EFFECTIVE?

  

  

  


## CELEBRATING SUCCESS - REWARD - RECOGNITION & INCENTIVES

  

  

  


## ACTION PLAN

What	Who	When