

Sales Territory Planning: Optimizing Your Sales Coverage

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Sales and Marketing Tips for Your Business, By Melkisedeck Shine

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In the world of sales and marketing, one of the key factors that can greatly impact your success is effective sales territory planning. By strategically dividing your market into territories and assigning sales representatives to each, you can optimize your sales coverage and maximize your revenue potential. In this article, we will delve into the importance of sales territory planning and provide valuable insights to help you enhance your sales strategy. So, grab a cup of coffee and let's dive in!