

Seven Step Strategic Sales Plan

This slide outlines the strategic sales plan that organisation can use to increase their market share and profitability. It includes following steps - setting milestones, target customer profiles, SWOT analysis, marketing strategy, revenue targets, positioning and taking action.



1. Setting up milestones

FY 20 : 200,000 units sold

EY 21 : Sell 220,000 units



2. Revenue targets

FY 20 : \$420 million

EY 21 : \$450 million



3. Target customer profiles

- Income : \$40000 per annum
- Age : 18
- Purchasing behaviour: Add text here
- Interests: Add text here



4. SWOT analysis

- Strength : Feature loaded smartphone
- Weakness : Expensive accessories
- Threat : Add text here
- Opportunities : Add text here



5. Defining marketing strategy

- Cause marketing
- Relationship marketing
- Add text here



6. Positioning statement

- Unique product
- Product made for high-end customers
- Add text here
- Add text here



7. Action plan

- Add text here
- Add text here
- Add text here

Seven Step Less Plan Template

Gayle H. Gregory, Lynne E. Herndon

A red circular graphic with a gradient, appearing as a partial circle or a stylized arrow pointing to the right, located to the right of the authors' names.

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