

# B2B Sales Process Planner Template

## Company & Opportunity Information

Company Name		Account Owner	
Opportunity Name		Opportunity Value	
Target Decision Maker(s)		Industry	

## Sales Process Stages

Stage	Key Activities	Owner	Due Date	Status
Lead Generation				
Qualification				
Needs Analysis				
Proposal				
Negotiation				
Closing				
Post-Sale				

## Contacts

Name	Role/Title	Email	Phone	Notes

## Next Steps

Action Item	Owner	Due Date	Status

## Additional Notes