

Key Account Management In A Week: Teach Yourself By Grant Stewart

By Grant Stewart

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ability to manage key accounts successfully is crucial to any salesperson who wants to advance their career. Written by Grant Stewart, a leading expert on key

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This describes a customer-oriented coordination unit within a company, in which activities associated with very important customers are consolidated.

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This article closely examines the definition of key account management and the 6 components that create shared understanding and focus.

<http://www.rainsalestraining.com/blog/what-is-key-account-management/>

An account manager (Sales) is a person who works for a company and is responsible for the management of sales, and relationships with particular customers.

http://en.wikipedia.org/wiki/Account_manager

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<http://www.slideshare.net/StephenWilliams/what-is-key-account-management>

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<http://www.amazon.it/Key-Account-Management-Techniques-Profitable/dp/0749469404>

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Grant Stewart is the author of Kenny Rogers Sings The Gambler (3.20 avg rating, 10 ratings, 1 review, published 1998), Successful Key Account Management

http://www.goodreads.com/author/show/1915502.Grant_Stewart

Successful Key Account Management Paperback. Written by Grant Stewart, a leading expert on key account management as both a coach Teach Yourself. Auteur:

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