Quick Guide VII - A Top-Notch, Sales-Relationships, Account Management Template (Paperback)



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Reviews

Absolutely essential go through publication. It is filled with knowledge and wisdom Once you begin to read the book, it is extremely difficult to leave it before concluding.

(Dr. Sierra Lowe Sr.)

QUICK GUIDE VII - A TOP-NOTCH, SALES-RELATIONSHIPS, ACCOUNT MANAGEMENT TEMPLATE (PAPERBACK)



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Createspace, United States, 2015. Paperback. Book Condition: New. 203 x 127 mm. Language: English . Brand New Book ***** Print on Demand *****. Virtually all of the large corporations I ve worked with have each spent millions of dollars (\$US) installing customised sales systems and account management processes. This booklet will give you a snapshot of the core wisdom you need to adopt a best-practice account management system for a few pounds (UK) or dollars (\$US). The contents embody and reflect my research, consulting, direct selling and coaching within global corporations over a twenty year period. The companies I worked directly for, or in a freelance capacity with, include: IBM, Cisco, Accenture, Xerox, Microsoft, American Express, Standard Chartered, BP and Reckitt Benckiser. During this period I ve had the privilege to meet, work with and coach hundreds of top performers worldwide. I have applied this experience to design a series of single-page templates that combine to create an overall account management template for both a large and medium sized sales organisation. I have pared everything down to the core and most important wisdom necessary to facilitate a highly effective B2B relationships-based account management process.

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