

Account management strategy implementation action plan

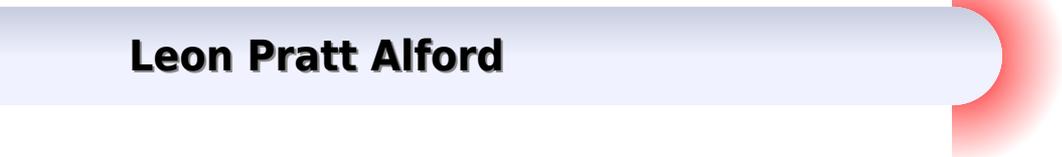
This slide shows action plan for account management strategy implementation to ensure increased return on investment and sales, improved profits and built sustainable relationships

| Performance objectives | Strategies | Team lead | Industry | Due date | KPI's |
|--|--|--------------------------------------|--|-----------|--|
|  Increase Return on investment | <ul style="list-style-type: none"> System audit <ul style="list-style-type: none"> Analyze current program approach Audit on the basis of systems, processes and plans Add text here | Sales manager | <ul style="list-style-type: none"> Financial services Professional services | Quarter 1 | <ul style="list-style-type: none"> Organic engagement Cross sell/up sell |
|  Reach sales targets | <ul style="list-style-type: none"> SAM workshop <ul style="list-style-type: none"> Develop criteria for account status Study process of account development and identify financial measures Add text here | Key account managers | <ul style="list-style-type: none"> Manufacturing Transport and logistics | Quarter 2 | <ul style="list-style-type: none"> Relationship mapping Lead indicators |
|  Improve profits | <ul style="list-style-type: none"> Customer driven profits <ul style="list-style-type: none"> Key account traffic, audit lines such as, operational, financial, competitive Negotiate with accounts, focus on price Add text here | Senior and functional managers | <ul style="list-style-type: none"> Information technology telecommunications | Quarter 3 | <ul style="list-style-type: none"> Client acquisition rates Customer churn rate |
|  Build Sustainable relationships | <ul style="list-style-type: none"> Account plans <ul style="list-style-type: none"> Key account segmentation Analyze existing customer relationships and create value proposition Add text here | Team members involved in negotiation | <ul style="list-style-type: none"> Education Add text here | Quarter 4 | <ul style="list-style-type: none"> Customer lifetime value Customer satisfaction |

SAM* - Serviceable Available Market

Accounting And Management Action

Leon Pratt Alford



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