

NEIL RACKHAM

MAJOR ACCOUNT SALES STRATEGY

By the author of *SPIN Selling*.

Account Strategy For Major Sales

Rachel Sandford



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Major Account Sales Strategy Neil Rackham, 1989-01-01 An Arsenal of Shrewd Tactics and Winning Strategies to Make You a Major Account Sales Success Knowing how to get to the decision maker deal with the competition understand buyer psychology and service the client these are the keys to success when you need to nail down major accounts Now for the first time here s a book of practical proven effective strategies and tactics for the entire major account sales cycle Based on Neil Rackham s exhaustive research the strategies you ll find here will enable you to Tailor your selling strategy to match each step in the client s decision making process Ensure that you won t lose your customers because you ll know the psychology of the buyer and how to respond to their doubts Gain entry to accounts through many different windows of opportunity Deal with competitive situations take on bigger competitors and win using strategies that the author s meticulous research shows are employed by the most successful salespeople Handle negotiations concessions on price and term agreements skillfully and effectively Offer the ongoing technical and maintenance support that keeps your major accounts yours From a world renowned sales innovator this first of a kind A to Z presentation of major account strategy puts sales success in your hands Make it yours today Read Major Account Sales Strategy Account Strategy for Major Sales Neil Rackham, 1988 Most books on selling strategy are based on a series of steps which sales people are supposed to go through when they sell This unique book a companion volume to the author s Making Major Sales looks at selling strategy the other way around from the buyer s perspective It presents a scientific analysis based on detailed research of buyer behaviour and how it changes during the selling cycle Using these research findings and case studies it illustrates how to develop a practical selling strategy which has maximum impact on the buying decision at each phase of the buying process **Managing Major Sales** Neil Rackham, Richard Ruff, 1991 The first book on managing major sales from the bestselling author of SPIN Selling

Handbook of Strategic Account Management Diana Woodburn, Kevin Wilson, 2014-03-17 A compilation of the established knowledge in strategic account management While companies and academics expend tremendous effort on mass marketing they often overlook their immediate customers which are critical in both senses and hence the importance of strategic account management SAM This handbook is a compilation of papers that present researched knowledge of SAM across the academic community which fills a void in the existing academic literature Handbook of Strategic Account Management identifies drivers of the SAM approach key issues and success factors operational needs and areas still awaiting exploration Each paper includes an overall referenced summary of the tenets of SAM relevant to the area it reports and together with the combined list of references it creates an indispensable resource for academic readers students and researchers Handbook of Strategic Account Management is written by over 40 knowledgeable experts with substantial experience of SAM from teaching researching writing and advising companies on why and how it works spread widely across Europe and the US It represents the balanced researched body of knowledge in SAM and will be an invaluable resource to anyone exploring the

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Retailing in a SCM-perspective Herbert Kotzab, Mogens Bjerre, 2005 The book presents a cutting edge SCM framework and integrates it with basic principles of operations management and marketing Out of this integration of standard marketing principles and innovative relationship marketing thinking comes new marketing strategic typologies and paradigms that promote the understanding of relationship dynamics and equips the reader with tools for identifying and implementing these strategies

Kennedy on Negotiation Gavin Kennedy, 2017-03-02 Negotiation is a vital skill for every manager As a result there are almost as many patented techniques for negotiation as there are managers each proclaiming to be the definitive route to success The authors behind these techniques keep their work very much to themselves Their fundamentally different approaches to negotiation remain in isolation from each other as if their authors were too polite to contradict others in the field In most cases when you are developing your negotiation skills this leaves you with a stark choice pick a single technique and ignore the rest Until now Kennedy on Negotiation is an authoritative and comprehensive guide to negotiation skills training and practice Dr Kennedy uses the well established Four Phases model as the structure around which he critiques constructively the numerous competing theories and models Gavin Kennedy s book is everything you would expect from one of the most respected writers on negotiation It is a readable and reliable guide to all that is best in the various contributions to negotiation training from authors such as John Nash Walton and McKersie Atkinson Nierenberg Rubin and Brown Gottschalk Karass Fisher and Ury and many more including Gavin Kennedy himself

Career Secret Sauce; 9 Winning Strategies for Building a Great Career David James Horne, 2008-07 Career Secret Sauce provides a roadmap to help young people launch their careers on a successful path The core strategies come from the author s 30 year career rising from clerk to CEO and are augmented with profiles of nine additional exemplary individuals

Artful Persuasion Harry Mills, 2000

Peels away the mystery that surrounds the psychology of influence and reveals how the world's most persuasive politicians, advertisers, salespeople, and spin doctors work their magic. Case studies in human behavior, examples of masterful persuaders such as Churchill and Lincoln, and step-by-step guidelines help readers put the power of persuasion to work. American Demographics, 1989

Selling to Major Accounts Terry R. Bacon, 1999. Publisher: Fact Sheet. This valuable book demonstrates with powerful tools, processes, successful techniques how to build strong relationships with key customers.

Marketing Planning & Strategy, 1974

Red-Hot Selling Paul S. GOLDNER, 2010-06-30. No matter what, where, and to whom you sell, everything you do fits into one of three phases of the sales process: Planning, Execution, and Closing. True red-hot sellers know exactly what each phase encompasses, and the rest of us can learn in the time it takes to read this ultra-practical book. *Red Hot Selling* presents a simple start-to-finish sales process for new sales professionals and veterans alike that shows how to eliminate the peaks and valleys in your sales cycle, manage your time for optimum results, ask your customers and prospects the six most powerful questions, find and penetrate the best accounts, create and deliver dynamic sales presentations and winning proposals, beat back objections, and much more. *Red Hot Selling* also includes the author's powerful three-tiered planning process, proprietary tools including the Meeting Management Worksheet™, and the best closing techniques in the business, plus can't-miss secrets for distinguishing your product or service in a competitive market. Selling may be tough, but it's not complicated. With this one-of-a-kind guide, you can streamline your job, kick-start your career, and send your earnings sky-high.

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Management Arthur G. Bedeian, 1993

Duran V. Genicom Corporation, 1987

Human Resource Planning, 1984

Agriselling Walter David Downey, Michael A. Jackson, Marilyn Holschuh, 1999

Annual Report & Accounts Great Britain. Commission for the New Towns, 1985

The Ultimate Sales Training Workshop: A Hands-On Guide for Managers Gerhard Gschwandtner, 2006-10-23. The Ultimate Sales Training Workshop is an invaluable one-stop training course from selling powerhouse Gerhard Gschwandtner, featuring 15 easy-to-implement workshops on vital sales topics.

Implementing Marketing Strategies Harvard Business Review, Harvard College, 1981

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In a digital era where connections and knowledge reign supreme, the enchanting power of language has become much more apparent than ever. Its power to stir emotions, provoke thought, and instigate transformation is really remarkable. This extraordinary book, aptly titled "**Account Strategy For Major Sales**," compiled by a highly acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound effect on our existence. Throughout this critique, we shall delve to the book's central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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