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The New Successful Large Account Management Maintaining And Growing Your Most Important Ets Your Customers

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~~From account selection, to research, to a strategic and tactical methodology for gaining access and winning the business, 'The NEW Successful Large Account Management' covers it all.~~

The New Successful Large Account Management: Maintaining ...

Read Book The New Successful Large Account Management Maintaining And Growing Your Most Important Assets Your Customers

'The New Successful Large Account Management' shows you how to protect those crucial accounts that you can't afford to lose.

New Successful Large Account Management: Robert Miller ...

To ensure success-even survival-in today's Large Account arena, you've got to set your sights on three or four years out, and on building long-term business, not just today's 'opportunities.' The reason is logical enough: Adding up quick serial wins gets you perceived as shortsighted, while working for the account's long-term benefit helps to ensure account retention.

The New Successful Large Account Management: Maintaining ...

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'The New Successful Large Account Management' now in its third edition, is thoroughly revised and updated and takes into consideration recent changes in the industry.

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The New Successful Large Account Management. ISBN-13: 9780446694667. Publication Date: April, 2005. ISBN-10: 0446694665.

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The New Successful Large Account Management : Maintaining ...

The New Successful Large Account Management (Revised & Updated) by Robert B. Miller, Stephen E.

The New Successful Large Account Management (Revised ...

Large Account Management Process (LAMP) Create a long-term roadmap for your most strategic accounts. Prove your organization 's value to your customers.

Large Account Management Process | Training on How to ...

Here are 10 tips for successful key account management in today 's busy business world. 1) Build Relationships That Acknowledge the Whole. Those who seek an account manager career path should be ready to prioritize relationship-building.

Read Book The New Successful Large Account Management Maintaining And Growing Your Most Important Ets Your Customers

10 Tips for Successful Key Account Management

Find many great new & used options and get the best deals for The New Successful Large Account Management : Maintaining and Growing Your Most Important Assets -- Your Customers by Stephen E. Heiman, Robert B. Miller and Tad Tuleja (2005, Trade Paperback, Revised edition) at the best online prices at eBay! Free shipping for many products!

The New Successful Large Account Management : Maintaining ...

It states upfront its philosophy: “ To be successful in developing large accounts there is a need to invest heavily in understanding the account, in building relationships, creating teams and working out the actions required to secure profitable business ” .

Successful Large Account Management (Key Account ...

The New Successful Large Account Management 作者 : Robert B. Miller / Stephen E. Heiman / Tad Tuleja 出版社: Business Plus 副标题: Maintaining and Growing Your Most Important Assets -- Your Customers 出版年: 2005-4 页数: 253 定价: 138.00元 装帧: Paperback ISBN: 9780446694667

The New Successful Large Account Management (豆瓣)

The New Successful Large Account Management: Maintaining and Growing Your Most Important Assets — Your Customers By Robert B. Miller, Stephen E. Heiman and Tad Tuleja ISBN: 0446695181 Paperback (trade) 384 pages 5 1/4 x 8 WARNER BOOKS

8 Lessons in Managing Large Accounts

The New Successful Large Account Management" now in its third edition, is thoroughly revised and updated and takes into consideration recent changes in the industry. This hard-hitting and no-nonsense book advises you how to best manage your most important business accounts.

The New Successful Large Account Management: How to Hold ...

The New Successful Large Account Management, ideal for sales directors, managers and executives, shows businesses how to protect and develop those critical accounts they can't afford to lose. Based on the proven Miller Heiman Large Account Management Process, which is used successfully by some of the world's largest companies, it is crammed ...

The New Successful Large Account Management : Robert B ...

About the book Whatever a company's sales revenue, chances are that a majority comes from a few crucial accounts. The New Successful Large Account Management, ideal for sales directors, managers and executives, shows businesses how to protect and develop those critical accounts they can't afford to lose.

The New Successful Large Account Management

Read Book The New Successful Large Account Management Maintaining And Growing Your Most Important Ets Your Customers

Successful Large Account Management will show you how. The authors of the best-selling books, The New Strategic Selling and The New Conceptual Selling, have now put together a hard-hitting,...

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