

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

SAM\* - Serviceable Available Market

# Accounting And Management Action

**Ying Liu**



**Accounting And Management Action:**

## Decoding **Accounting And Management Action**: Revealing the Captivating Potential of Verbal Expression

In an era characterized by interconnectedness and an insatiable thirst for knowledge, the captivating potential of verbal expression has emerged as a formidable force. Its capability to evoke sentiments, stimulate introspection, and incite profound transformations is genuinely awe-inspiring. Within the pages of "**Accounting And Management Action**," a mesmerizing literary creation penned by way of a celebrated wordsmith, readers attempt an enlightening odyssey, unraveling the intricate significance of language and its enduring affect our lives. In this appraisal, we shall explore the book is central themes, evaluate its distinctive writing style, and gauge its pervasive influence on the hearts and minds of its readership.

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