

THE ART OF STRATEGIC ACCOUNT MANAGEMENT

A. LEE BLACKSTONE

**Stanley A. Brown** 

Manage Globally, Sell Locally A. Lee Blackstone, 1995 Addresses the factors that make managing the account relationship different from territory management and offers tools to help the account manager measure success or position within the account Outlines how a team approach can be used to successfully sell at all levels of the customer's organization **Harvard Business School Core Collection** Baker Library, 1999 Choice ,1994 **Strategic Customer** Care Stanley A. Brown, 2000-02-24 Die meisten Unternehmen haben bereits die Bedeutung einer verbesserten Kundentbetreuung erkannt Sie wissen da sie ber die traditionellen Methoden hinausgehen und Kunden als wichtigen Aktivposten betrachten m ssen den es zu befriedigen und zu sch tzen gilt I ngste Untersuchungen haben jedoch ergeben da nur etwa 6% der Unternehmen tats chlich begreifen wie wichtig Kundenpflege ist oder wie sie wirkungsvoll umgesetzt werden kann Dieser Band erkl rt die drei Entwicklungsstufen der Kundenpflege und erl utert bew hrte Methoden mit denen jedes Unternehmen einen hervorragenden Kundendienst aufbauen kann Dar ber hinaus werden Tips und Hinweise gegeben welche Fehler man unbedingt vermeiden sollte Mit vielen positiven und negativen Beispielen von Firmen wie z b Sears AT T FedEx und Kodak Eine unverzichtbarer Leitfaden zur Verbesserung der Kundenbeziehung 05 99 Forthcoming Books Successful Global Account Management Kevin Wilson, Nick Speare, Samuel J. Reese, 2002 Based Rose Arny, 2002-04 on a major global research study into Global Account Management GAM Successful Global Account Management shows companies how to adopt a radically different approach to dealing with their key accounts to operate as truly global suppliers

**The Library Journal**,1994 Includes beginning Sept 15 1954 and on the 15th of each month Sept May a special section School library journal ISSN 0000 0035 called Junior libraries 1954 May 1961 Also issued separately **Library Journal**,1994-07 Subject Guide to Books in Print,1991 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

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