

NEIL RACKHAM

MAJOR ACCOUNT SALES STRATEGY

By the author of *SPIN Selling*.

Major Account Sales Strategy

Bob Kantin



Major Account Sales Strategy:

Major Account Sales Strategy (PB) Neil Rackham, 1989-01-22 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* [Managing Major Sales](#) Neil Rackham, Richard Ruff, 1991 The first book on managing major sales from the bestselling author of *SPIN Selling* *Sales Management* Thomas N. Ingram, Raymond W. LaForge, Ramon A. Avila, Charles H. Schwepker Jr, Michael R. Williams, 2019-10-16 This tenth edition of *Sales Management* continues the tradition of blending the most recent sales management research with the real life best practices of leading sales organizations The authors teach sales management courses and interact with sales managers and sales management professors on a regular basis Their text focuses on the importance of employing different sales strategies for different customer groups as well as integrating corporate business marketing and sales strategies *Sales Management* includes coverage of the current trends and issues in sales management along with numerous real world examples from the contemporary business world that are used throughout the text to illuminate chapter discussions Key changes in this edition include Updates in each chapter to reflect the latest sales management research and leading sales management trends and practices Revised end of chapter cases Revised ethical dilemma boxes All new chapter opening vignettes about well known companies that illustrate key topics from that chapter and New or updated comments from sales managers in *Sales Management in the 21st Century* boxes An online instructor s manual with test questions and PowerPoints is available to adopters **Successful Key Account Management In A Week** Grant Stewart, 2012-03-30 Key account management just got easier This little book is a real gem Professor Malcolm McDonald Key account management is increasingly important and must keep pace with its customers as they continually develop and evolve often resulting in increasingly sophisticated buying structures The key account manager therefore requires a wide variety of skills in order to be successful this is not only an important job role in its own right it is often a

stepping stone to career development leading to more senior management jobs

Successful Key Account Management In A Week is a week long course On Sunday you are encouraged to Know your customer as success depends on a relationship that is both rewarding and valuable On Monday you will Analyse your growth opportunities The competitiveness of the company must be appraised to enable the identification of sales growth opportunities and all major accounts should be compared in appeal and position to give an indication of the strategy to be adopted for customers On Tuesday you will Measure profits by account You will be shown how to measure the profitability of major customers and to draw up league tables to enable profit improvement strategies On Wednesday you will Plan for success building on the analysis of growth opportunities and profit measurement already considered to result in a best judgement final plan On Thursday you will learn to Negotiate to win win success relies on understanding the difference between negotiation and selling and being able to conduct negotiations to produce a win win situation in which the objectives of both sides are considered On Friday you will look at Control activity levels and the monitoring of standards of performance to enable the presentation of plans and progress allowing the measurement of success against these plans And finally on Saturday you are reminded to Manage relationships with an introduction to the Relationship Model which describes how business with a customer changes as it moves from a transactional or short term sales achievement to collaboration with long term customer value and retention This little book is a real gem which you should read use and keep handy for continuous reference If you follow the straightforward guidelines in this book your company s future is assured Professor Malcolm McDonald Former Professor of Marketing and Deputy Director Cranfield University School of Management

The 24 Sales Traps and how to Avoid Them Dick Canada,2002 Publisher Fact Sheet Uncovers 24 assumptions that lead salespeople astray from achieving better sales *Rethinking Sales Management* Beth Rogers,2011-02-15 Until recently sales managers received no specific training for their jobs However selling has become more complex with the emergence of regulations and more sophisticated customers Sales managers need to inspire and achieve sales results by managing teams of professionals and other resources To do so they need guidance on dealing with issues that arise in these broader aspects of their role This concise guide for sales managers is based on a well known sales management technique called the customer portfolio matrix Beth Rogers weaves her version of this throughout enabling sales managers to see their strategy from the customer s point of view Doing so will allow them to set realistic objectives design new strategies that add real customer value avoid wasting time on price oriented customers and deploy resources for maximum results

Emotionomics Dan Hill,2010-10-03 I believe that emotion is where it s at Tom Peters For far too long emotions have been ignored in favour of rationality and efficiency but breakthroughs in brain science have revealed that people are primarily emotional decision makers Many companies have not yet accepted that fact much less acted on it In this fully revised edition Emotionomics will help you to understand emotions in terms of business opportunities both in the marketplace and in the workplace In today s highly competitive marketplace where many products look alike it is

the emotional benefit that can make the difference At the same time companies with engaged productive work forces will undoubtedly achieve competitive advantage Dan Hill s book draws on insights gathered through facial coding the single best viable means of measuring and managing the emotional response of customers and employees to help you to leverage emotions for business success in terms of branding product design advertising sales customer satisfaction leadership and employee management Emotions matter and Emotionomics will help you to step closer to customers and employees but step ahead of your competitors American Demographics ,1989 Sales Proposals Kit For Dummies Bob Kantin,2001-07-15 Did you skip Sales Proposals 101 in college If your proposals put people to sleep this book is your wake up call Sales Proposals Kit For Dummies will have you writing top notch sales proposals and closing the deal in no time If part of your job is writing sales proposals you know what a pain they can be If you want your proposals to blow your audience away let expert Bob Kantin show you how With his advice you ll be creating sales proposals that prove your understanding of the buyer s business present a viable business solution and demonstrate your ability to deliver the goods With Sales Proposals Kit For Dummies you ll discover how to Write an unbeatable proposal Get to know your buyer Evaluate your proposal from the buyer s perspective Sell yourself and your organization This book is loaded with information that will help you write winning proposals whether you re a first time proposal writer or a seasoned sales professional It presents a proven and effective sales proposal structure and content guidelines that work for any size or type of business With simple step by step instructions and delightful cartoons Sales Proposals Kits For Dummies makes writing a sales proposal fun and easy You ll find out What every great proposal must include How to make the boring stuff interesting How to package and present the proposal How to team with the buyer to design the perfect proposal The differences between internal and external proposals Ten things a buyer expects in a proposal The book also includes a helpful CD ROM packed with the specialized tools you need to develop perfect proposals including a tool that lets you rate your proposal objectively and plenty of samples you can use for guidance Whether you just want to sharpen your proposal writing skills or you need help writing your first proposal Sales Proposals Kit For Dummies is the friendly straightforward guide that will help you land the big deal *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 **Sales Strategy** Eckardt C. Beck,1989 **The Compensation Handbook** Milton L. Rock,Lance A. Berger,1991 Completely revised and updated this new edition provides simple and direct answers to specific compensation problems Written by the leading practitioners in the field it covers such important topics as attracting and retaining outstanding employees in a tight market executive compensation computers and compensation and how to use a mix of compensation devices **The Better Book for Getting Hired** Robert Percy Downe,1992 Looking for a job This comprehensive guide to writing a resume and conducting a job search is full of tips and tedchniques that have worked for

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