

# Key Account Selling: New Strategies for Maximizing Profit and Penetration

Hanan, Mack

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# Key Account Selling New Strategies For Maximizing Profit And Penetration

**Gregory Rich, Rhett Epler**



## **Key Account Selling New Strategies For Maximizing Profit And Penetration:**

*Key Account Selling* Mack Hanan,1993 *Key Account Selling* will show you how to grow your business by growing the businesses of your principle customers *Key Account Selling* Mack Hanan,1982 Management Review American Management Association,1926 **Key Account Plans** Lynette Ryals,Malcolm McDonald,2010-05-14 To manage key accounts profitably you need strategic planning that works This book is the definitive guide to achieving this based on the unmatched practical and research experience of Ryals and McDonald Key Account Management is proven to deliver substantial benefits to the bottom line Best practice companies know that real results from managing powerful customers are not achieved through short term cost cutting Instead as the best companies understand it depends on fostering carefully developed and profitably managed relationships with an equally carefully selected group of key accounts This is a genuinely strategic activity that goes well beyond sales management and the simplistic use of budgets to generate targets It is about the behaviours and practices that make predictable profitable and sustainable Key Account Management possible To achieve this the book is constructed to deliver Clear descriptions of the various techniques and the reason for their importance A hugely powerful step by step approach to using the key techniques to build strategic skills Templates for building real plans Cases examples and vignettes to show best real world practice Based on wide application in the business world and the world class research at Cranfield Management School this book will be an essential introduction to the principles and reality of Strategic Key Account Planning For senior managers key account managers at all levels as well as those on executive and MBA courses it will be an essential guide and text **Fast-growth Strategies** Mack Hanan,1987

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*Books in Print* ,1983      **Marketing Management** Alain Jolibert,Hans Mühlbacher,Laurent Flores,Pierre-Louis Dubois,2017-09-16 Marketing Management challenges the traditional view of marketing as a function considering it instead as a series of processes pervading the entire organization and involving most personnel as part time marketers The authors argue that every company or institution must manage four main processes strategic positioning market intelligence value creation and value generation Adopting a global approach the book focuses on value creation and introduces students to the tools of the marketing mix in a process oriented manner New to this edition New coverage of technology applications and developments and B2B marketing Consistent focus on value creation throughout More examples to illustrate theory Enhanced pedagogy including long case studies and exercises in every chapter With its unique approach and international coverage this book is essential reading for advanced undergraduate and postgraduate students of Marketing Management and will also appeal to MBA and other post experience students      *CIMA - P2 Advanced Management Accounting* BPP

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In a period characterized by interconnectedness and an insatiable thirst for knowledge, the captivating potential of verbal expression has emerged as a formidable force. Its ability to evoke sentiments, stimulate introspection, and incite profound transformations is genuinely awe-inspiring. Within the pages of "**Key Account Selling New Strategies For Maximizing Profit And Penetration**," a mesmerizing literary creation penned by way of a celebrated wordsmith, readers set about an enlightening odyssey, unraveling the intricate significance of language and its enduring impact on our lives. In this appraisal, we shall explore the book's central themes, evaluate its distinctive writing style, and gauge its pervasive influence on the hearts and minds of its readership.

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### Key Account Selling New Strategies For Maximizing Profit And Penetration Introduction

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