



Successful Key Account Management in a Week: Teach Yourself

Grant Stewart

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Learn in a week what the experts learn about key account management in a lifetime

The ability to manage key accounts successfully is crucial to any salesperson who wants to advance their career. Written by Grant Stewart, a leading expert on key account management, this book quickly teaches you the insider secrets you need to know to in order to grow successful relationships with key customers. The 'in a week' structure explains the essentials of key account management over just 7 days. At the end there are questions to ensure you have taken it all in and cartoons, diagrams and visual aids throughout help make *Successful Key Account Management In A Week* an enjoyable and effective learning experience.

So what are you waiting for? Let this book put you on the fast track to managing your key accounts successfully!

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