

Strategic steps for account methodology process

This slide shows four steps that are required in sequence to complete account planning process.

It includes steps such as setting goals, considering consumer insights and maintaining sufficient inventory etc.



Set goals

- Set individual and team goals for fixed duration
- Align goals with mission of organization
- Add text here

01



Consider consumer insights

- Consider preferences of potential customer
- Consider purchasing power of customer
- Add text here

02



Maintain sufficient inventory

- Stay in contact with 2-3 suppliers to avoid inventory shortage
- Stock excess inventory of 2 months
- Add text here

03



Plan customer engagement

- Communicate with customers for feedback
- Experiment with small group of customers for new product launch
- Add text here

04

A Methodology For Enterprise Account Development Free

Marco Cascella



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