

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

Chuanbao Wu,Lirong Liu,Xander Wang



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Anagnostopoulos, 2018-06-08 This book constitutes the refereed proceedings of the 14th IFIP WG 2.13 International Conference on Open Source Systems OSS 2018 held in Athens Greece in June 2018 The 14 revised full papers and 2 short papers presented were carefully reviewed and selected from 38 submissions The papers cover a wide range of topics in the field of free libre open source software FLOSS and are organized in the following thematic sections organizational aspects of OSS projects OSS projects validity mining OSS data OSS in public administration OSS governance and OSS reusability

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