

# Sales Account Plan Template Free Download

**Steve Hoyle**

Essential Account Planning Mark Donnolo, 2017-05-23 Sales growth starts with planning Sales accounts are harder than ever to win, let alone keep. Globalization, cloud computing, and crowdsourcing create a marketplace where any account can be lured away by a hungry startup. And the face-time advantage? Forget it. Today's high-quality sale will likely involve six or more decision makers. That's why it's time to get strategic about how sales teams frame their approach. In Essential Account Planning, sales enablement expert Mark Donnolo blends his years of experience with expert interviews and stories to show you how planning can reliably drive revenue. His five-point framework will prepare you to address the arguments you're certain to hear against account planning, such as lack of commitment, ownership, and time. Each sales organization is unique, but most have similar challenges and succeed using common principles. And chances are, sales reps in your company already perform many of these account planning tasks, albeit on the fly or independent of others. This book's ready-to-use tools and templates will help you get everyone on the same page to deliver immediate results. In this book, you'll learn how to: Develop a consistent account plan structure. Create the habits and culture of an ongoing planning process. Navigate the politics that impede information sharing. Many salespeople believe that more selling creates more sales, but the salespeople who invest in account planning become the true sales leaders. Use Essential Account Planning to bring stability to your sales organization and start seeing the rewards of planning today!

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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.

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