



Key Account Management in a Week: Teach Yourself

Grant Stewart

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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 as both a coach and a practitioner, this book quickly teaches you the insider secrets you need to know to in order to grow successful relationships with key customers. The highly motivational 'in a week' structure of the book provides seven straightforward chapters explaining the key points, and at the end there are optional questions to ensure you have taken it all in. There are also cartoons and diagrams throughout, to help make this book a more enjoyable and effective learning experience. So what are you waiting for? Let this book put you on the fast track to success!

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