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In Strategien denken! Strategisches Prinzip Key Account Management. Rau, Harald. Pages 152-186

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Concept Of Key Account Management SlideShare

2 - Key Account Management Level 2 1.5 Identify Key Accounts 1.2 Analyze Customer Details 2.1

Analyze account 2.2 Set account objectives 2.3* Create account plan 2.4 Execute plan 2.5* Evaluate account performance

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Juan De Villiers Key Account Manager Global Access

As Key Account Manager for the Digital Division within Global Access I manage all client relationships and assist in business development. Working closely with our operations team I ensure all client requirements and requests are met.

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