

Strategic Account Management -1 hour workshop

Strategic Workshop

Our strategic workshops are designed for Recruiters and Account Managers who are required to identify large sales and win preferred supplier agreements utilising relationship-selling techniques.

You've won - what next?

Implementation of the contract;

Negotiating Key Performance Indicators

What are they? What's fair? What's achievable?

Client Reporting

Managing for profitability

Managing consultants KPI's; cost control; Value adding

Review meetings

Setting agenda's; developing the relationship; skills in negotiating difficulties