

# Sales Territory and Time Management Course

## Venue Information

---

**Venue:** London UK

**Place:**

**Start Date:** 2026-09-01

**End Date:** 2026-09-05

## Course Details

---

**Net Fee:** £4750.00

**Duration:** 1 Week

**Category ID:** P,CS,SAMC

**Course Code:** P,CS,SAMC-8

## Syllabus

---

### Course Syllabus

#### Introduction

**This program is designed for:**

Account managers, sales managers, sales people who are managing Key Accounts or have limited experience in managing customers in a Business to Business environment.

#### Objectives

- Produce better margins and make more profits.
- Devise action plans to prioritize efforts for maximum results.
- Develop a sales plan for each strategic (key) account to fully satisfy client needs and maximize customer value.
- Understand the buying process and close more sales.

## **Key Account (KA) Management (KAM)**

- Definition of Key Account Management
- Setting the Rules for Qualifying Key Accounts
- CRM: The Key For Managing Customer Profitability
- Linking CRM to KA Management and Customer Lifetime Value

## **Account Analysis: A Necessary Step Towards Defining and Selecting KA**

- The Single-Factor Models
- The Portfolio Models
- The Decision Models
- Cost per Call and Break-Even Sales Volume Computation
- Selection Criteria and Measuring Attractiveness
- Use of Resources versus Cost to Serve

## **Key Account Relational Development Model**

- Partnership Defined
- The Partnership Skill Set
- Pre Relationship Stage
- Early Relationship Stage
- Mid Relationship Stage
- Partnership Relationship Stage
- Synergetic Relationship Stage
- Reasons for Divesting Partnerships
- The KA Quiz

## **The Key Account Planning Process (KAP)**

- Account Planning Process Criteria
- Analyzing the Customer, Past Business and Competition
- The Competitive Analysis Matrix
- The Customer Expectation Benchmark Matrix
- Developing Account Strategies
- Use of SWOT and TOWS Analyses
- Strategy Development Tools
- Template for Key Account Management Planning

## **The Critical Role of Key Account Managers**

- Understanding the Role and Responsibilities of Key Account Managers
- Harnessing Daily To-Do-Lists to Optimize Sales Productivity
- Identifying and Working with Different Personality Styles
- Presentation Skills for Key Account Managers