

Account methodology framework for business sales

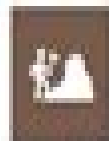


This slide shows account planning framework for increasing business sales and exploring new opportunities in market. It include elements such as arranging basic things, overcoming challenges and taking action etc.



Arranging basic things

- Build right team for sales
- Research about available market opportunities
- Add text here



Overcoming challenges

- Detect possible challenges related to increase sales
- State specific mechanisms to solve issues
- Add text here



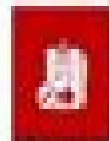
Focusing on value creation

- Focus on adding customer value while making strategy
- Choose customer centric themes while advertising
- Add text here



Taking actions

- Put team and resources in alignment for work
- Ask team to explore new markets
- Add text here



Ensuring follow-up

- Measure team performance on quarterly basis
- Ensure feedback from customers
- Add text here



Information



Insights



Innovation



Interaction



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Tao Wei



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