



# Sales Key Account Management Checklist

Effective key account management is crucial for maintaining and growing important client relationships. Use this checklist to ensure that you are effectively managing your key accounts.

## Key Account Identification

- Identify key accounts based on criteria such as revenue, strategic importance or growth potential.
- Assign a dedicated key account manager for each key account.
- Review and update the list of key accounts regularly.

## Understanding the Client

- Develop a deep understanding of the client's industry, business, and challenges.
- Identify key client stakeholders and decision-makers.
- Maintain open lines of communication to stay informed about the client's needs and expectations.

## Account Planning

- Create a customized account plan for each key account.
- Set clear objectives and goals for each key account.
- Develop strategies for account growth and retention.

## Communication

- Establish a clear communication plan with the client.
- Provide regular updates on product or service enhancements.
- Actively seek feedback and address any concerns promptly.

## Account Growth

# Airline Sales And Key Account Management Classroom 4

**Anthony S. Fauci**



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