

It takes more than people-skills to clinch accounts like a pro today – Acquire the know-how to effectively source, develop and foster accounts in a fast-paced business landscape!

Sourcing for, Clinching, and Fostering Accounts is a delicate art that requires a balance between the



Acumen to develop short and long-term plans to execute activities



Creativity to position offerings distinctively from a plethora of homogenous solutions by competitors



Perceptivity to analyse customer feedback and disseminate findings to improve offerings

WE'RE HERE TO HELP!



Hi there! my name is _____



To register, contact me at _____

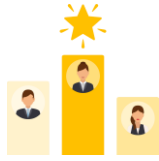
A quality training programme by

XPRIENZ
experience the difference

XVEB-ACM-0201-21L16

Join us for our 2 – day

Account Management – Partnering Further Faster Course and learn how to



Prioritize accounts based on opportunities

and capabilities and define strategies to develop the account



Measure performance of a portfolio and include

findings in plans and incentive structure for the subsequent year



Define action plans to execute activities for

the year and propose new solutions to be developed in the future



Gather customer feedback to improve

offerings, go-to-market planning and account management activities



Position the offering distinctively from the

competition and effectively interact and negotiate with customers



Evaluate and present customer satisfaction data

for use by different departments in future planning and offering development

TSC Title

Account Management – 3

Course Fees and Funding

Full Course Fee (incl. GST)	Subsidy	Fees Payable ^[1]
\$ 856.00		
50% subsidy^[2]	\$ 400.00	\$ 456.00
70% subsidy^[3]	\$ 560.00	\$ 296.00

^[1] Course Fees shown are inclusive of GST

^[2] Applicable for Singapore Citizens & Permanent Residents aged 21 to 39 years

^[3] Applicable for Singapore Citizens aged 40 years old and above / Applicable for SME Employer sponsored SGs or PRs; up to \$4.50/hr Absentee Payroll Funding Support applicable

All information shown is correct at the time of printing. XpRienz reserves the right to make changes at any time without notice in its absolute discretion.

Course Information



Course Code
TGS-2021006835



Course Delivery
e-Learning (EN)



Course Duration
16 hours (2 days)



Funding Validity Period
23 July 2021 – 22 July 2023

CONTACT US to book your slots today!

Call **6438 9693** (XpRienz Hotline)

E-mail **enquiries@xprienz.com**

Training Provider



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