



Consulting Facilitation Coaching

## Quantum Account Management

### How to compete, win and make a difference

Highly customized to your business situation, Quantum Account Management begins with understanding what differentiates account managers from sellers, and the role of the account manager in customer retention. We then consider what we need to know to do business with our clients, learn and practise the skills required to develop good relationships and become successful account managers.

Participants are equipped with the tools to develop high quality account plans, which are driven by activities that will focus on the essential areas:

- Adding value to your clients business
- Improving your business
- Developing relationships



**At this highly practical 'how to' workshop you will learn the art of Quantum Account Management and:**

- How top performing account managers succeed
- How to prepare so that you can compete and win
- Where to spend your valuable time
- How to build trust, credibility and respect
- How to use professional rapport to build long term relationships
- How to assess your status with accounts
- How to construct valuable account plans
- How to develop specific value propositions
- How to sell on value and develop proposals that win
- How to handle procurement consultants
- How to make a difference, and earn preferred supplier status
- The importance of aligning your companies resources to deliver solutions

**Sales Partners International Ltd**

paul@salespartners.co.nz • Private Bag 31069, Lower Hutt, New Zealand • Tel: +64 4 586 4733 • www.salespartners.co.nz

## Who should attend:

If you are looking to move to the next level of success in account management:

Sales Professionals

Account Managers

Business Development Managers

Business Owners

Sales Managers

Key Account Managers



## In House Workshops

Training has to be sustainable and done to allow people not only to learn, but time to practise and perfect new skills so that they become competent and confident.

The Quantum Account Management training workshop is an in-house program, specially tailored to the nature of your sale, and your business situation.

**Contact us now by phone or email for a free consultation of your training needs and to learn more about competing, winning and making a difference with the Quantum Account Management program.**

**Telephone: +64 4 586 4733**

**email: [paul@salespartners.co.nz](mailto:paul@salespartners.co.nz)**

## **Paul Newsom, Director of Sales Partners International, and course facilitator**



Paul Newsom is a nationally respected sales consultant. His areas of expertise are in sales capability and sales and marketing strategy.

Trained at the 'grass roots' of selling in the UK, Paul has 20 years experience of sales and key account management. He has held senior sales roles with major global organisations such as Bairnco and BOC and for smaller privately owned organisations.

In 1997 Paul moved from the UK to New Zealand. He has worked at executive level with many of New Zealand's largest organisations, and was a member of the South Pacific Management Leadership Team for BOC. He has worked with clients across Europe, parts of Africa, America and Australia.

In 2004 Paul established his own business as a consultant helping sales professionals to develop into top performers, and helping business's to develop winning sales and marketing strategies. He has worked throughout New Zealand and Australia running training courses, facilitating sales strategy workshops, and providing one on one coaching for sales professionals.

Paul holds a BSc honours degree in Engineering and Business Studies, and has done extensive sales and leadership training himself. Personal development remains a core part of Paul's life. Paul is a Sales Management member of the New Zealand Sales Institute and runs the sales training courses at the New Zealand Institute of Management (Central).

**Sales Partners International Ltd**

[paul@salespartners.co.nz](mailto:paul@salespartners.co.nz) • Private Bag 31069, Lower Hutt, New Zealand • Tel: +64 4 586 4733 • [www.salespartners.co.nz](http://www.salespartners.co.nz)