

Vendre aux grands comptes

Stratégie de négociation d'affaires
face à des structures complexes

René MOULINIER

2^e édition

Enchevêtrement des relations
Décrypter les jeux d'influence
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Comprendre l'impact de l'influence du chargé d'affaires
Rôle du « conseiller »
Structures complexes
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Négocier pour des grands contrats

Pluralité des personnes
Joint ventures
Négociations multiples

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René Moulinier



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Vendre aux grands comptes 4e édition Evelyne Platnic-Cohen, 2020-02-27 Ce manuel indique tout ce qu il faut savoir sur les grands comptes pour travailler avec eux Les r les et missions du responsable grands comptes mettre en place les relations avec un grand compte organiser l quipe grands comptes analyser l environnement du grand compte ma triser les processus de d cision organiser la prospection la gestion des donn es d fendre son plan de compte Comment armer mon entreprise quelle que soit sa taille et quelles sont les r gles pour travailler avec eux Comment les fid liser Comment se distinguer de ses concurrents L ensemble des aspects de la relation avec le grand compte est ainsi d crit et d taill l aide d illustrations et d exemples L auteure partage plus de 30 ans d exp rience la fois comme consultante mais aussi comme la premi re commerciale de son entreprise Destin aux commerciaux et aux entrepreneurs cet ouvrage leur permettra d enrichir leurs connaissances l aide de m thodes et outils op rationnels Les tudiants des fili res commerciales en feront une source d apprentissage et de progr s rapide

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nociation fondée sur les particularités des grands comptes multiples participants la décision difficile de brouiller le cheveu des relations internes chez le client important opacité des critères de choix du fournisseur manque d'information sur la position des concurrents Vendre aux grands comptes présente de façon claire et rationnelle une méthode d'analyse du centre d'achat une méthode d'analyse de la situation du fournisseur tout moment de sa relation avec le grand compte des exemples de formulation des listes guide directement exploitables Les principaux clients de Ren Moulinier multinationales françaises et étrangères suivis pendant plusieurs années illustrent avec éloquence le savoir-faire de l'auteur pour tabler la relation négociée et vendre aux grands comptes

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