

30/60/90 Day Plan for Key Account Managers

Week 1	30 Days	60 Days	90 Days	Other
Orientation	Meet, Learn & Understand	Strategy & Planning	Add Value	Additional tasks
Set up your workspace, confirm roles, responsibilities and expectations.	Get up to speed, take charge of your clients and solution credibility.	Create your influence, develop your strategy and secure initial wins.	Build momentum that will sustain you for the next 3 months.	Micro-manage to deliver your best to clients.
Set up recurring performance review meeting with my manager.	Handover and knowledge transfer with previous Account Manager.	Conduct SWOT/functional analysis (product/competitive/environmental) for clients.	Provide feedback on any best practice insights I've gained to improve processes (through swift re-inventing the wheel).	TRAINING: Crush Your First 90 Days, The Account Managers Guide to Landing a Dream New Job
Review organisational structure and reporting lines.	Introduction to internal stakeholders (Account Management, Operations, Supplier Relations, Product & Marketing, Business Development, Technology).	Evaluate profitability (e.g. cost of transaction) and opportunities to improve (e.g. modify service configuration, FE, online, refine processes, replicate).	Meet with mutual suppliers to discuss opportunities for joint vendor strategies.	TOOLKIT: Visit resources in The KAM Club's internal templates, guides and toolkits
Review position description and responsibilities.	Meet with internal subject matter experts for deeper understanding of organisation, products and processes etc.	Identify growth opportunities - both product (e.g. meetings, consulting, VIP incentives, agents' models, traveller tracking, online) and volume (new acquisitions, increased sales activity, steps of work).	Establish reporting on performance to demonstrate progress towards targets.	ROAD: The First 90 Days, Proven Strategies Getting Us to Where We Want and Deserve
Confirm performance targets and how they will be measured.	Meet with my manager to understand their roles and responsibilities.	Conduct contract audit to ensure all terms and conditions implemented and being met such as volume, pricing, services, SLA, KPI, billing.	Review KPI/SLA measurement and reporting (internal/external versions) for opportunities to improve reliability and measurability (e.g. email monitoring, accuracy, response time).	ROAD: The New Leader's 100 Day Action Plan to Take Charge, Build or Merge Your Team, and Get Incredible Results
Equipment (laptop, phone, headset) and delivery received.	Add clearly scheduled internal and external meetings to my calendar.	Review competitive intelligence (what I sold, how & if collected and shared).	Evaluate business reviews for improvements to ensure insights and recommendations deliver to value.	
System login received, activated and correct level of access.	Send email communication to clients regarding appointment (profile, contact details, introduction plan).	Create relationship maps to identify decision makers, influencers and budget holders for each client.	Explore new opportunities to engage with clients (think tanks, entertainment, product trials, satisfaction surveys, gap analysis etc.) to strengthen relationships and value-added sales.	
Test remote/VPN access.	Record a 30-second video 'about me'.	Assess relationship strength (good, neutral).	Define short and medium term goals and	

60 90 Key

Michael Seilmaier

A red circular graphic with a gradient, appearing as a semi-circle or a partial circle, located to the right of the name bar.

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