

ACCOUNT PLAN & CLIENT PROFILE

Account name:

Consultant/ Account manager:

OVERVIEW

Service line:

PSL/ Sole Supplier:

Contract Length:

Other Suppliers:

Competitors:

Details:

OBJECTIVES

Account development purpose/ goals:

Stakeholders:

Time frames and milestones:

ACCOUNT KEY CONTACTS:

Functional Area	Name	Relationship Owner	Known	Support needed
Exec.				
HR				
Procurement				
Line				
Finance				

ROLES

[illegible]