Strategic Account-Based Selling for Enterprise Clients Training Course



26 - 30 Oct 2026

Milan

5900 € (Per Person)

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Course Introduction / Overview:

This training course provides a comprehensive framework for mastering Account-Based Selling (ABS), a strategic approach essential for winning, retaining, and growing high-value enterprise clients. In today's hyper-competitive B2B landscape, generic sales tactics are no longer effective. ABS focuses on treating individual accounts as markets in their own right, requiring deep research, personalized engagement, and a coordinated effort across sales and marketing teams. This methodology moves beyond simple lead generation to orchestrate targeted campaigns that resonate with key decision-makers and address specific business challenges. As detailed by authors like Sangram Vajre in works such as "Account-Based Marketing For Dummies," the principles of focused, value-driven engagement are paramount. This intensive program offered by BIG BEN Training Center is meticulously designed to equip participants with the strategic mindset and practical skills needed to identify ideal enterprise accounts, map complex stakeholder structures, and build long-term, profitable partnerships. We will explore how to navigate lengthy sales cycles, communicate compelling value propositions to C-level executives, and transform key accounts into strategic assets for sustainable organizational growth. This course is your definitive guide to excelling in the sophisticated world of enterprise sales.

Target Audience / This training course is suitable for:

- Enterprise Account Executives.
- Key Account Managers.
- Sales Directors and VPs of Sales.
- Business Development Managers.
- Sales Team Leaders.
- Commercial Directors.
- Customer Success Managers involved in expansion.
- Sales and Marketing professionals seeking to align on account-based strategies.

Target Sectors and Industries:

- Technology, SaaS, and IT Services.
- Financial Services, Banking, and Insurance.
- Professional Services and Management Consulting.
- Telecommunications and Media.
- Manufacturing and Industrial Goods.
- Healthcare, Pharmaceuticals, and Life Sciences.
- Government Agencies and Public Sector Organizations.
- Logistics and Supply Chain Management.

Target Organizations Departments:

- Sales Departments.
- Business Development Departments.
- Marketing Departments.
- Customer Success and Account Management Departments.
- Executive Leadership and Strategy Teams.
- Commercial and Revenue Operations Departments.
- Partnership and Alliance Departments.

Course Offerings:

By the end of this course, the participants will have able to:

- Develop a robust framework for identifying and prioritizing high-value enterprise accounts.
- Conduct in-depth research and analysis to understand the strategic priorities of target clients.
- Master stakeholder mapping to identify and engage key decision-makers, influencers, and champions.
- Craft and articulate compelling, personalized value propositions that resonate with C-level executives.
- Execute multi-channel, coordinated outreach campaigns that build meaningful relationships.
- Navigate complex and lengthy enterprise sales cycles with confidence and strategic foresight.
- Implement the 'Land and Expand' strategy to drive revenue growth within existing key accounts.
- Align sales and marketing efforts to create a seamless and powerful account-based experience.
- Measure the ROI and key performance indicators of an Account-Based Selling program.
- Transition from a vendor to a trusted strategic partner for enterprise clients.

Course Methodology:

The training methodology for this course is designed to be highly interactive, practical, and collaborative, ensuring participants can immediately apply the concepts learned to their professional roles. At BIG BEN Training Center, we believe that adult learning is most effective when it is experiential. The program moves beyond theoretical lectures to incorporate a dynamic blend of real-world case study analyses, hands-on workshops, and interactive group discussions. Participants will engage in role-playing scenarios simulating C-level negotiations and stakeholder meetings, receiving constructive feedback from both the instructor and their peers. Team-based activities will challenge participants to develop a complete Account-Based Selling plan for a sample enterprise account, from initial research to expansion strategy. The course fosters a supportive learning environment where attendees can share their own challenges and best practices. This immersive approach, combining strategic frameworks with practical application, ensures that participants leave not just with knowledge, but with the confidence and skills to execute successful ABS initiatives within their organizations.

Course Agenda (Course Units):

Unit One: Foundations of Strategic Account-Based Selling

- Introduction to Account-Based Selling (ABS) and its core principles.
- The evolution from traditional funnel-based selling to account-centric models.
- Differentiating ABS from Key Account Management (KAM).
- The critical alignment between Account-Based Selling and Account-Based Marketing (ABM).
- Defining the Ideal Customer Profile (ICP) for enterprise-level targets.
- Understanding the financial and strategic impact of a successful ABS program.
- Common pitfalls and challenges in implementing ABS and how to avoid them.

Unit Two: Account Selection, Research, and Intelligence

- Developing a tiered framework for selecting and prioritizing target accounts.
- Techniques for conducting deep-dive research into company strategy, challenges, and initiatives.
- Leveraging public information, financial reports, and industry news for insights.
- Introduction to sales intelligence tools and platforms for data gathering.
- Mapping the organizational hierarchy and identifying the buying committee.
- Creating detailed profiles for key stakeholders and decision-makers.
- Analyzing competitor presence and positioning within target accounts.

Unit Three: Crafting the Value Proposition and Engagement Strategy

- Moving from a product-centric pitch to a client-centric value proposition.
- Tailoring messaging to resonate with different stakeholders (e.g., CFO, CIO, CEO).
- Developing a multi-channel, multi-touchpoint engagement plan.
- Best practices for personalized outreach via email, social media, and direct mail.
- Strategies for securing meetings with senior executives and C-level leaders.
- Building initial credibility and establishing trust early in the relationship.
- Leveraging content and thought leadership to add value throughout the engagement process.

Unit Four: Navigating the Complex Enterprise Sales Cycle

- Managing multi-threaded conversations across different departments and seniority levels.
- Techniques for building consensus within the client's organization.
- Co-creating solutions and running effective discovery workshops with the client.
- Developing and presenting compelling business cases and proposals.
- Advanced strategies for handling objections, gatekeepers, and internal politics.
- Managing procurement negotiations and navigating legal and compliance hurdles.
- Using pilot projects and proof-of-concepts to de-risk the decision for the client.

Unit Five: Closing, Expansion, and Fostering Strategic Partnerships

- Advanced negotiation tactics for enterprise-level deals.
- Closing strategies that secure commitment and set the stage for future growth.
- Mastering the 'Land and Expand' strategy for increasing customer lifetime value.
- Conducting effective Quarterly Business Reviews (QBRs) with key clients.
- Aligning with customer success teams to ensure seamless onboarding and value delivery.
- Identifying new opportunities for upselling and cross-selling within the account.
- Transforming a successful sale into a long-term, resilient strategic partnership.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

In an era of increasing automation and AI in sales, how does the deeply human-centric approach of Account-Based Selling maintain its strategic advantage in building enterprise relationships?

What unique qualities does this course offer compared to other courses?

This course distinguishes itself by focusing intensely on the strategic mindset required for enterprise-level success, rather than merely providing a checklist of tactical actions. While many programs concentrate on tools and automation, our curriculum prioritizes the development of critical thinking, business acumen, and the sophisticated interpersonal skills needed to engage C-level executives. We delve into the psychology of organizational buying behavior, teaching participants how to navigate complex internal politics and build consensus among diverse stakeholders. The course emphasizes the principle of value co-creation, training professionals to act as strategic consultants who co-develop solutions with their clients, not just as vendors who sell products. Furthermore, our methodology is heavily rooted in real-world application, using intricate case studies and dynamic role-playing scenarios that mirror the challenges of high-stakes enterprise sales. Participants will not only learn the 'what' and 'how' of Account-Based Selling but will deeply understand the 'why' behind each strategic decision, empowering them to adapt and thrive in the most demanding B2B environments and build lasting, profitable partnerships.