

CURASCRIP SD DELIVERS TOTAL ACCOUNT MANAGEMENT

*Did You Know?
Total Account Management
delivers superior client
support*

Providing Total Account Management

Total Account Management ensures custom tailored programs and best-in-class customer service.

01 | Our Approach

CuraScript SD offers customized business solutions, assigning dedicated account managers to work closely with their customers to recognize trends and select the services and products that best meet their needs. To enrich the customer experience, CuraScript SD has developed a Total Account Management approach to further nurture relationships with customers and group practices. Total Account Management (TAM) is a strategic multi-layered approach that ensures the long-term development and preservation of customer relationships.

02 | Why It Works

Because each organization is different, a successful Specialty Distributor must have the flexibility and necessary skill set to approach each opportunity at various levels. With Total Account Management, CuraScript SD carefully targets specific touch points and engages with corresponding resources to maximize partnership opportunities. This holistic

approach creates a broader solutions-based relationship that supports long-term sustainability.

The CuraScript SD Total Account Management Team includes:

- Sr. Strategic Business Managers
- Strategic Business Specialists
- Strategic Account Representatives
- Market Segment Account Managers
- Strategic Sales Account Team

03 | How It's Different

The goal of Total Account Management not only includes a focus on sales, but also concentrates on building and maintaining customer relationships. This approach allows team members to develop relationships with key individuals, collaborate with the customer at all levels, remove organizational obstacles to customer focus and effectively communicate the voice of the customer to the business.

Learn More

For more information about our products, practice solutions and to request a quote, click [here](#).

References

<https://www.trainingindustry.com/wiki/strategic-account-management/>

<https://www.trainingindustry.com/articles/sales/planning-to-grow-with-your-most-strategic-customers/>