



Consulting and Training | Reach New Heights

Course Name

Proactive Engagement for Account Excellence

Sector Name

Sales, Marketing and Customer Service

Document Type

Generated by Boostlab

[Click Here To Visit Course](#)

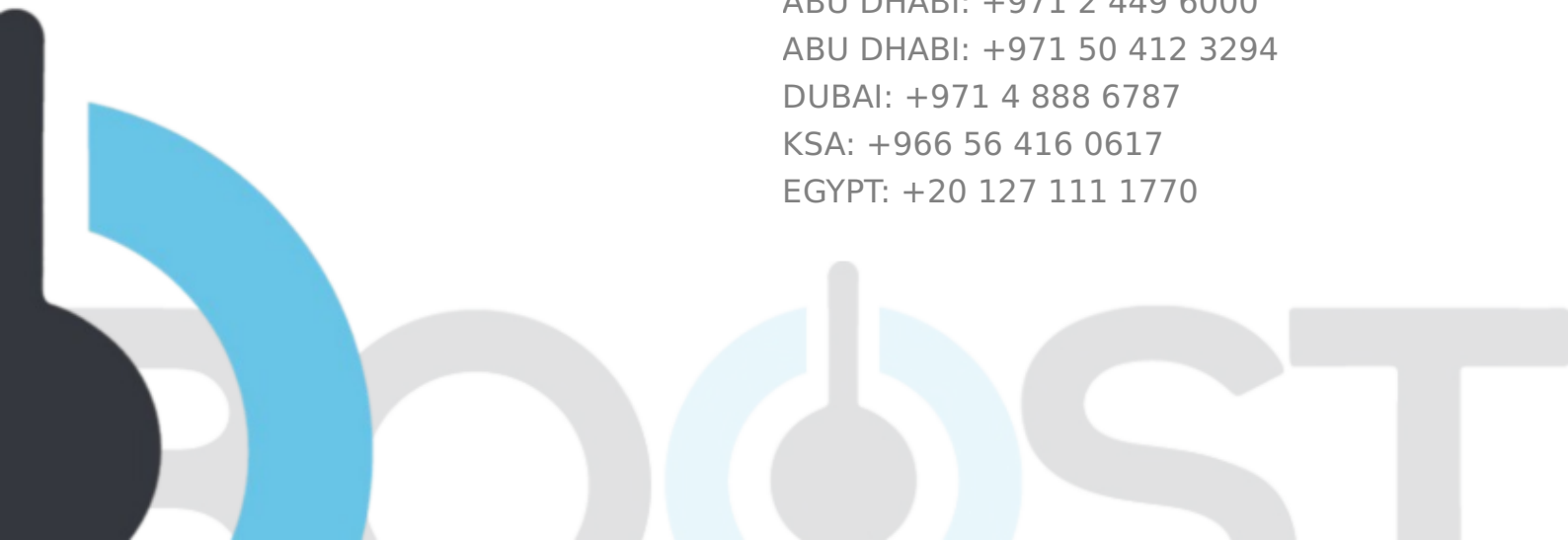
ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770



Proactive Engagement for Account Excellence

Course Introduction

Building strong, lasting account relationships requires more than reactive interactions—it requires proactive engagement.

This advanced program equips sales professionals with the skills and strategies to anticipate client needs, strengthen relationships, and create meaningful value. Participants will learn how to engage clients strategically, leverage insights to drive timely actions, and foster trust that translates into long-term account growth and loyalty.

ABU DHABI: +971 2 449 6000
ABU DHABI: +971 50 412 3294
DUBAI: +971 4 888 6787
KSA: +966 56 416 0617
EGYPT: +20 127 111 1770

[Click Here To Visit Course](#)



Proactive Engagement for Account Excellence

Target Audience

- ✓ Account Managers & Key Account Managers
- ✓ Client Relationship Managers
- ✓ Sales & Business Development Professionals
- ✓ Customer Success Managers

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770

[Click Here To Visit Course](#)



Proactive Engagement for Account Excellence

Learning Objectives

- ✓ Apply proactive engagement techniques to strengthen client relationships.
- ✓ Anticipate client needs and respond before issues arise.
- ✓ Build trust and credibility through timely and value-driven interactions.
- ✓ Leverage insights and data to personalize engagement strategies.
- ✓ Align engagement activities with business objectives and account growth goals.
- ✓ Continuously monitor and improve engagement approaches across accounts.

ABU DHABI: +971 2 449 6000
ABU DHABI: +971 50 412 3294
DUBAI: +971 4 888 6787
KSA: +966 56 416 0617
EGYPT: +20 127 111 1770

[Click Here To Visit Course](#)



Proactive Engagement for Account Excellence

Course Outline

✓ DAY 01

Foundations of Proactive Engagement

- ✓ Understanding proactive vs. reactive account management
- ✓ The role of engagement in account success and loyalty
- ✓ Mapping key stakeholders and understanding their priorities
- ✓ Identifying engagement opportunities across accounts
- ✓ Setting objectives for proactive client interactions

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770

[Click Here To visit Course](#)



Proactive Engagement for Account Excellence

Course Outline

✓ Day 02

Understanding Client Needs and Drivers

- ✓ Techniques to uncover explicit and implicit client needs
- ✓ Using data and insights to anticipate priorities and challenges
- ✓ Monitoring account health indicators for early signals
- ✓ Identifying value-creation opportunities
- ✓ Understanding client expectations and success criteria

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770

[Click Here To visit Course](#)



Proactive Engagement for Account Excellence

Course Outline

✓ Day 03

Planning and Executing Proactive Engagement

- ✓ Developing account-specific engagement plans
- ✓ Prioritizing actions to maximize impact on relationships
- ✓ Sequencing engagement activities for consistent value delivery
- ✓ Coordinating cross-functional resources for account support
- ✓ Setting KPIs to track proactive engagement outcomes

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770

[Click Here To vist Course](#)



Proactive Engagement for Account Excellence

Course Outline

✓ Day 04

Strengthening Relationships Through Influence and Communication

- ✓ Building credibility and trust through proactive actions
- ✓ Communicating insights and solutions before clients request them
- ✓ Influencing stakeholder decisions effectively
- ✓ Handling objections and challenges proactively
- ✓ Maintaining engagement momentum across multiple accounts

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770

[Click Here To visit Course](#)



Proactive Engagement for Account Excellence

Course Outline

✓ Day 05

Measuring Impact and Continuous Improvement

- ✓ Monitoring engagement outcomes using dashboards and KPIs
- ✓ Evaluating relationship strength and client satisfaction
- ✓ Adapting engagement strategies based on insights and results
- ✓ Scaling proactive engagement practices across accounts
- ✓ Creating a personal roadmap for sustained account relationship excellence

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770

[Click Here To vist Course](#)



Proactive Engagement for Account Excellence

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
July 4, 2027	July 8, 2027	5 days	4250.00 \$	KSA , Riyadh
Dec. 6, 2026	Dec. 10, 2026	5 days	2150.00 \$	Virtual , Online
Sept. 7, 2026	Sept. 11, 2026	5 days	4950.00 \$	Spain , Madrid
April 5, 2027	April 9, 2027	5 days	4250.00 \$	UAE , Dubai

ABU DHABI: +971 2 449 6000
ABU DHABI: +971 50 412 3294
DUBAI: +971 4 888 6787
KSA: +966 56 416 0617
EGYPT: +20 127 111 1770

[Click Here To vist Course](#)

info@boostuae.com info@boostorg.com

Generated by BoostLab •

