

Key Account Management Plan

Staffing & Recruitment

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This guide explains what the tool produces, how to use the output, and what to watch for. The actual output (draft/report) is generated on the tool page.

Background

Builds a key-account plan for a major staffing client — relationship map, delivery health, growth opportunities, risks and review rhythm. Use it to defend and expand top accounts. For SLAs use the Service Level Agreement (SLA) Design.

Purpose of this tool & output

Grow and retain your biggest clients

How the output is used

Use it to grow and retain your biggest clients — a key account management plan across relationship, value and expansion.

Important cautions

A large account is valuable but risky if it depends on one contact or is a big share of revenue — multi-thread relationships and watch concentration. Keep delivery health strong; accounts are lost on slipping fill rates and TAT, not just price.

Companion documents

- BD & Client Acquisition Strategy
- Client Pitch & Proposal Builder
- Service Level Agreement (SLA) Design
- Rate & Markup Negotiation Guide
- RFP / Tender Response Builder
- Vendor Empanelment Guide

This is AI-assisted guidance. Verify with a qualified professional before any binding decision. Fees, authorities and processes vary by state and change over time — confirm with your state authority.