



Gain Expertise and Skills to Optimize Account Management

Looking for strategies to improve account management?

Collaborating with Account Managers, vCIOs, and Client Success Managers like you is a proven method for mastering the mix of inside sales and customer service needed to develop and nurture long-lasting relationships with your clients. Building a well-executed account management practice helps grow your business by improving your ability to develop a solid project pipeline and increase profitability, while improving the overall client experience.

Account Manager Peer Groups are uniquely curated to provide the support and expertise you need to achieve greater results by becoming a trusted, strategic partner who propels greater success for your clients. Transform your business by exchanging knowledge through valuable conversations with peers in similar roles, as well as Pax8 Academy Facilitators with account management experience.



Mastering Both Strategic and Tactical Skills

Account Manager Peer Groups provide an opportunity for members to collaborate on best practices for improving their account management practices, as well as developing both their strategic and tactical skillsets. Move your company forward by sharpening essential account management skills, including strategy and planning, metrics and reporting, and client experience management.



Building a Community

Pax8 Academy Peer Groups are a community that empowers each participant to support all fellow members. Peer Groups provide the highest value when every member is committed to being present, actively participating, and being accountable to the group. To enable interaction and collaboration, members will have access to a unique *Microsoft Team* for their Peer Group, as well as the *Microsoft Team* for all Peer Groups in North America (provided in the Pax8 environment).

Overview

Meeting Cadence

2 meetings monthly
(remote) 1-hour per meeting

Meeting Format

Focused on bringing value to the group and answering the "ask" of each member

Peer Group Size

6-10 members

Member Profile

Account Managers, vCIOs,
and similar roles

Facilitator Profile

Pax8 Academy Facilitator
with proven MSP experience

Cost

\$350 per month

Commitment

6 months

Pax8 Marketplace SKU

[Pax8 Academy Peer Group](#)

Benefit from a collaborative environment where you can develop close relationships with peers to share ideas, overcome challenges, and celebrate successes.

Get started