

# K

(K) 1 term  
[A](#)[B](#)[C](#)[D](#)[E](#)[F](#)[G](#)[H](#)[I](#)[J](#)[K](#)[L](#)[M](#)[N](#)[O](#)[P](#)[Q](#)[R](#)[S](#)[T](#)[U](#)[V](#)[W](#)[X](#)[Y](#)[Z](#)

CreatorOrder ByDate

Owned All Term (Ascending) Term (Descending) Creation date (Ascending) Creation date (Descending) Creator (Ascending)

Creator (Descending) Term Definition Abbreviations Synonyms Labels

Collapse all

Search

Creation period

Today Last week Last month Reset

From  
To

Filter Cancel

Delete term

You are about to delete the term :

Confirm Cancel

Key account    Created Jan 22, 2019 (05:44) by Unknown User (Sylvain Michel Alexandre Pingont)

Definition

Link Link

Current or potential account who represents a major & strategic part of Solvay's growth potential and contribution, with an important marketing stake for Solvay, being a reference in the market and willing to partner with Solvay, (e.g. on innovation), and a global, regional or local customer with a complex relationship to manage (historical relationship, culture, multiple influencers,...)

Label(s)

- account