



# You can assign an average of 40 customers per key account manager

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Since 2013, the average number of customers per key account representative has stabilized at around 40 customers, according to the [E Source Account Management Assessment](#). Because of enhanced key account manager support staff, customer satisfaction has stayed consistent over the same time period, even though account reps have taken on more customers. To learn more about business customer satisfaction, check out the [E Source Business Customer Satisfaction Surveys](#).

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