



MOTIVUS

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About us

We bring our business partners the most effective training and business practices after learning, performing and training in globally renowned brands like Hilton, Starwood (Marriott), InterContinental Hotels Group (IHG), ITC and Millennium Hotels & Resorts. Our experience spans across portfolio of luxury, upper upscale, boutique and budget brands.

We have led and trained teams in Sales, Marketing, Revenue, Loyalty and Brands. Our exposure comes from global markets of Singapore (covering South East Asia), India (covering South West Asia), Dubai & Africa.





Services

We specialise in Sales Training, Customer Service Training, Motivational Speaking, Hospitality Commercial Services and Consulting.

Some key topics:

A. Sales Training:

1. Prospect and Practice to Succeed
2. Commercial Team Motivational Speaking
3. Sales Cycle
4. Challenger Sales
5. War Room / Telesales / Telemarketing
6. Building Rapport
7. Communication Styles
8. Presentation Perfection - Next Level
9. Needs Analysis
10. Objection Handling & Negotiation Skills
11. Up-sell & Cross-sell
12. Closing Deals
13. Farming Business

Please Note: All trainings will be customised before delivery based on commercial review and specific needs to ensure higher ROI and greater VFM. New programs could be customised based on the needs of the organisation.

B. Customer Service: eg. Operations service, food and beverage presentation and service, etc.

C. Hospitality Commercial Services (Consulting & Outsourcing):

1. Commercial Deep Dive / Business Performance Review
2. Commercial Strategy - Segment Wise (based on Gap Analysis)
3. Design Annual Sales Training Curriculum & Sales Incentive Plan
4. Revenue Management & Business Intelligence Services
5. Market Representation
6. Sales & Marketing Plan
7. Digital Marketing
8. Loyalty Programs
9. Food & Beverage Consulting



Testimonials

“ Amit is a very dynamic, vibrant and engaging speaker. He has more than 7 years of training & facilitation experience and more than 13 years of sales and senior management experience in the hotel and hospitality industry having managed teams of different nationalities. Amit has a very good working knowledge of the different aspects in the hotel and hospitality industry and is very well positioned to provide training, coaching and mentorship to companies who are looking to improve their productivity and efficiency of their operation and staff. I would highly recommend Amit as a speaker and trainer to companies looking to up level their game in the hotel and hospitality industry. ”

By Andrew Soong
(Independent Executive Director at The John Maxwell Team)

“ Amit is a veteran in hospitality industry with rich commercial experience managing South East Asia, South West Asia, Africa and Dubai. He related his rich experiences with me, working with world renowned brands like Hilton, Starwood, InterContinental and Millennium and helping bring their teams to the next level. Amit is well-travelled and bring with him fresh perspectives and an open mind. In addition, he is a great speaker and engages his audience very well. I was very impressed by his stories of how he managed his sales team and helped others to achieve outstanding customer service. ”

By Mike Li Yichuan
(Speaker, Career Branding Coach, NLP Coach)

“ Having been working with Amit over the past one year where I was always impressed with his leadership style and his huge knowledge of his job when it comes to business development or sales & marketing proud that I have involved with him in some events, workshops over the last one year, hope our roads will come across again. ”

By Mohamed Ashour
(Director, Leisure Travel - MEA at Millennium Hotels and Resorts)

Testimonials

“ It is a pleasure to see Amit successful in his career and life. But not surprising, given the fact that I literally 'acquired' him after his interview with me, snatching him away from another lucrative offer he had at the time. Amit was a go getter from the moment he joined my team at The Westin Hyderabad Mindspace which was struggling after a slow launch and positioning and market share challenges. Amit brought in a breath of fresh air along with his easy demeanor and team spirit. He was quick to start contributing to the team and helped the Hotel establish its presence and subsequently, market leadership in a very dynamic and competitive market. He is excellent with processes and relationships at the same time and has very strong reasoning ability. He is an ideal hire for a position involving leadership and strategic orientation. ”

By Aditya Shamsheer Malla
(General Manager, Hilton)

“ A true sales leader, target-oriented, young & dynamic in his approach and his thoughts. Great asset to the company and is completely self-driven to achieve his goals. Not to forget his positive attitude to people & his soft skills. We worked very closely together in a very tough market situation hit by a formal recession, currency devaluation, dual-value currency & dwindling oil price which added immense value to his experience. ”

By Shankey Sehgal
(Director of Revenue Management, IHG)

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(upgrade in progress)



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