



SALES TRAINING PROPOSAL

BRIEF INTRODUCTION

MOTIVUS BACKGROUND

Motivus Consulting, registered as A.M. Enterprises Pte. Ltd. (UEN: 201834223Z) is a Singapore headquartered company, serving worldwide.

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 (IHG), ITC and Millennium Hotels & Resorts. Our experience spans across portfolio of Luxury, Upper upscale, Upscale, boutique and budget brands.

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





PROSPECTING & CONTACTING

- Prospect Target Setting
- Prospect and Practice to Succeed
- Secure Appointment for Meeting and Hotel Visit
- Selling from War Room | Telesales | Telemarketing



FACT FINDING & PRESENTATION

- Client Need Analysis
- Presentation Perfection
- Wow! Hotel Experience Journey
- Features & Benefits Customisation



CLOSING WITH CONFIDENCE

- Objection Handling
- Negotiation Skills
- How to Say “NO” to a Client
- Handling a Difficult Client
- Up-selling
- Cross-selling



SERVICING FOR SUSTAINABLE SALES

- Account Management
- Portfolio Management
- Time Management
- Problem Solving
- Handling Negative Experience
- Brick-wall & Retain Clients from Competition

A man in a dark suit, white shirt, and yellow tie is pointing his right index finger towards the text 'Your Service'. The background is a blurred cityscape at night.

Your Service

Adobe Stock

SALES TRAINING PACKAGE INCLUDES

PACKAGE INCLUSION

- Pre training discovery call / meeting with leadership team to understand goals and focus areas for team.
- Pre training discovery call with attendees (optional)
- Pre training preparation material
- 2 full days of Sales training per phase
- Workbook for attendees
- 2 half day review / follow up session per phase to ensure execution
- Trainer & Facilitator air fare
- Any applicable training tax



THANK YOU

