
MOTIVUS CONSULTING


LEARNING & DEVELOPMENT

Outsourcing



MOTIVUS

— Leave it to us —




POST COVID-19 PANDEMIC SCENARIO

Most of the companies had to lose up to 85% of their precious employees due to the impact of COVID-19. We have lost the loyalty of these employees.

As the market starts to open, companies will need well-trained employees immediately to support business and overcome losses. At the same time, employees will look for the best paying jobs to overcome their income losses. They may even need to switch jobs to do so.

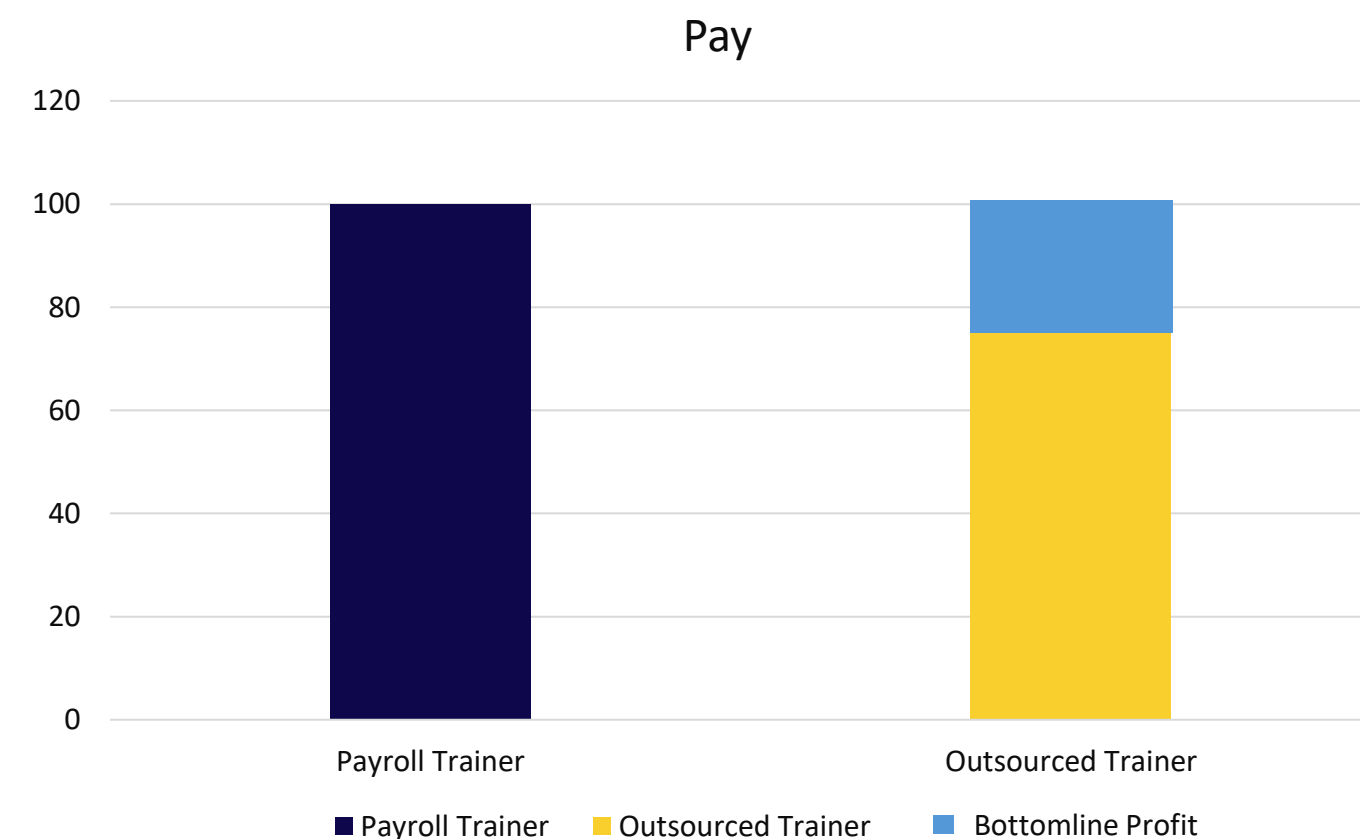
In this scenario, business leaders are going to face these problems:

1. A well-trained team to quickly capture market share and get ahead of the competition.
 2. A well-qualified trainer, coach, and consultant who can help without quitting.
- 



At Motivus, we are committed to solving both the problems by outsourcing your Learning and Development (training) role. And here is good news:

Nelson Hall reports that outsourcing training activities are 25% less expensive than working with internal teams.



(NelsonHall is the known subject-matter expert when it comes to outsourcing these activities.)

TOP 11 BENEFITS OF OUTSOURCING TO MOTIVUS CONSULTING

1. Strong track record as employees in global organizations as Sales and Customer Service (Operations) Learner, Performer and Leader. Some brands to name are Hilton, Starwood (Marriott), IHG, Millennium, ITC Group, Regus Management, Lazada, etc.



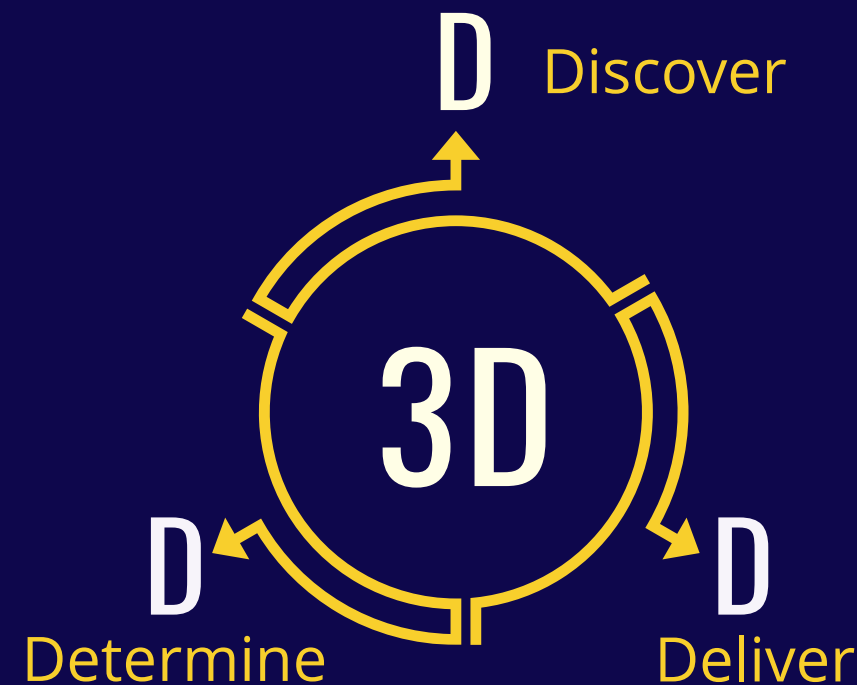


2. Experience in training Sales, Marketing and Customer Service (Operations) teams as employees. Internal stakeholder management.
3. Experience in vendor management for other relevant topics. External stakeholder management.
4. Global exposure of working with more than 60 nationalities.
5. NDA or any other confidentiality agreement can be signed not just by an individual but also by a training company. It's hard to take action against an individual breaching confidentiality agreement but not a company.
6. Option of early closure of contract. Easy exit clause of 30 days notice.

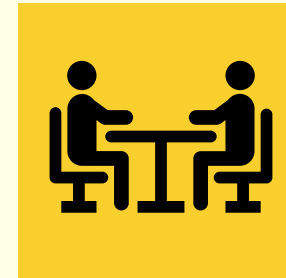
7. Easy extension of contract as required.
8. Ready access to a pool of other qualified trainers. We are professional members of Asia Professional Speakers - Singapore, a global speakers and trainers association and International Association of Sales Training.
9. Deeply customised training content and delivery based on team skillset gaps and business requirement (3D Model).
10. Cost-effective solution. One fixed monthly retainer fee inclusive of all services.
11. No hassle of hiring, firing (in case of pandemic or underperformance) and rehiring L&D positions.



CUSTOMIZED TRAINING CONTENT AND DELIVERY – 3D MODEL

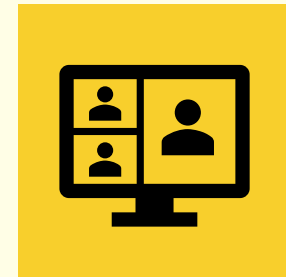


1



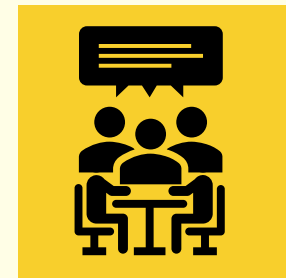
Discover (Skillset Gaps | Business Needs)

2



Deliver (Virtual Live | Classroom Training)

3



Determine (Follow-up | Review to Implement)



1. DISCOVER

Here, we meet with the responsible stakeholders to understand their business direction in the next 2-5 years, their products and skillset gaps in their team.

We also meet with the employees (optional) to understand from them what they need help with. While meeting them, we also make our own notes on what else we should do for them.

2. DELIVER

Based on the notes, we curate a deeply customised content where the team gets everything they need and almost nothing that they don't.

With this deeply customised content, we conduct virtual live or classroom training which is very practical with real life examples, facts & figures, relevant interview videos and role plays to ensure the team is ready for implementation.

We take a list of new learnings from the team that they will be implementing in short, mid and long term. This list is shared with the management team and kept with us also for follow up and review.





3. DETERMINE

We follow-up and review after 1-3 months to determine implementation.

We also offer creative solutions to the problems that the team is facing.

In some cases, we create a group chat to offer creative solutions real time when they hit a roadblock.

TESTIMONIALS



Priscilla Toh
Senior Manager
One Farrer
Singapore

It's been a pleasure to be able to attend this course organised by Amit because we have actually learned a lot more about Sales. It was insightful about the details and how we can use these skills in our day to day work to create a Memorable Customer Experience . So regardless of what positions we are in now, I believe from the lower rank to all the way to the higher rank, it still applies throughout your Sales and Customer Service career. Yeah, so thank you, Amit. Pleasure to be here. Thank you.

TESTIMONIALS



Uday Nayak – SHRM CP
Director of Human
Resources
JW Marriott, Maldives

It's my absolute pleasure to recommend Amit Prakash.

I thoroughly enjoyed his presentation at the World HRD Congress and I believe he is truly a valuable asset to absolutely any team. Amit came across as honest, dependable, and incredibly hard-working. Beyond that, he connects well and has a “can-do attitude. His knowledge of Sales, Marketing and Revenue is impressive and I am sure any organization will benefit from his expertise should you decide to work with him. Along with his undeniable talent, Amit has always been an absolute joy to work with. He is a true team player and always manages to foster positive discussions and bring the best out of other employees. Without a doubt, I confidently recommend Amit Prakash.

As a dedicated and knowledgeable business consultant and an all-around great person, I know that his skills will be beneficial addition to any organization he will work with.

TESTIMONIALS



Andrea Edwards, CSP
The Digital
Conversationalist

I've had the privilege to work with Amit for two Asia Professional Speakers Conventions in 2019 and 2020, and he is all class. In 2020, he was responsible for delegate communication and he did a brilliant job. Really brilliant and he received high praise for it too – which was very well deserved. Amit is a humble man, but he is a passionate and caring one too. He cares for the world, is passionate to transform his clients into customer-serving businesses, and as a virtual sales trainer and virtual customer service trainer, I couldn't recommend someone more highly. He lives and breaths what he teaches in how he conducts himself and I'm happy to call him a friend. You're awesome Amit.

More Testimonials:

CLICK HERE



TEAM AT YOUR SERVICE



**AMIT
PRAKASH**

Founder | Lead
Trainer & Consultant

**Sales, Customer Service &
Customer Experience**



**SUNSHINE WONG
SUNG-HEE**

Commercial and
Operations Lead

Sales & Operations Trainer



**JOYCE
TAN**

Consultant &
Trainer

Brand & Communications



**PATRICK
NGIAM**

Consultant &
Trainer

Sales

TEAM AT YOUR SERVICE



**REBECCA
WILES**

Consultant and Trainer
(Australia)

DiSC & Sales



**ROHIT
BASSI**

Consultant and Trainer
(Middle-East)

Communication



**SHIWANI
SARAF**

Director of
Operations



**KAREN
HONTIVEROS**

Customer Service
Specialist

Our Updates

We Invite You To Join Us



WEBSITE



YOUTUBE



LINKEDIN



FACEBOOK



INSTAGRAM



TWITTER



TIKTOK

THANK YOU

CONTACT US

FOR QUESTIONS, INQUIRIES,
AND MORE INFO

PHONE

((+65) 8233 0072

EMAIL

amit.prakash@motivusconsulting.sg

ADDRESS

#03-04, 349 Upper Paya Leber Road,
Singapore 534957



MOTIVUS
— Leave it to us —