

# Post Pandemic Sales Mindset, Strategies & Challenges **AT**



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## HOTEL REVENUE OPTIMIZATION CONFERENCE

9th - 10th June 2022

Marina Bay Sands, **SINGAPORE**

June is here. Normal isn't.

# The “next normal” of sales

85%

expect hybrid sales reps to be the most common sales role

2 in 3

prefer remote interactions





# How can sellers adapt?

**Focus** on delivering – in all sales channels –  
the 3 things buyers value most:

**Speed**

**Transparency**

**Expertise**





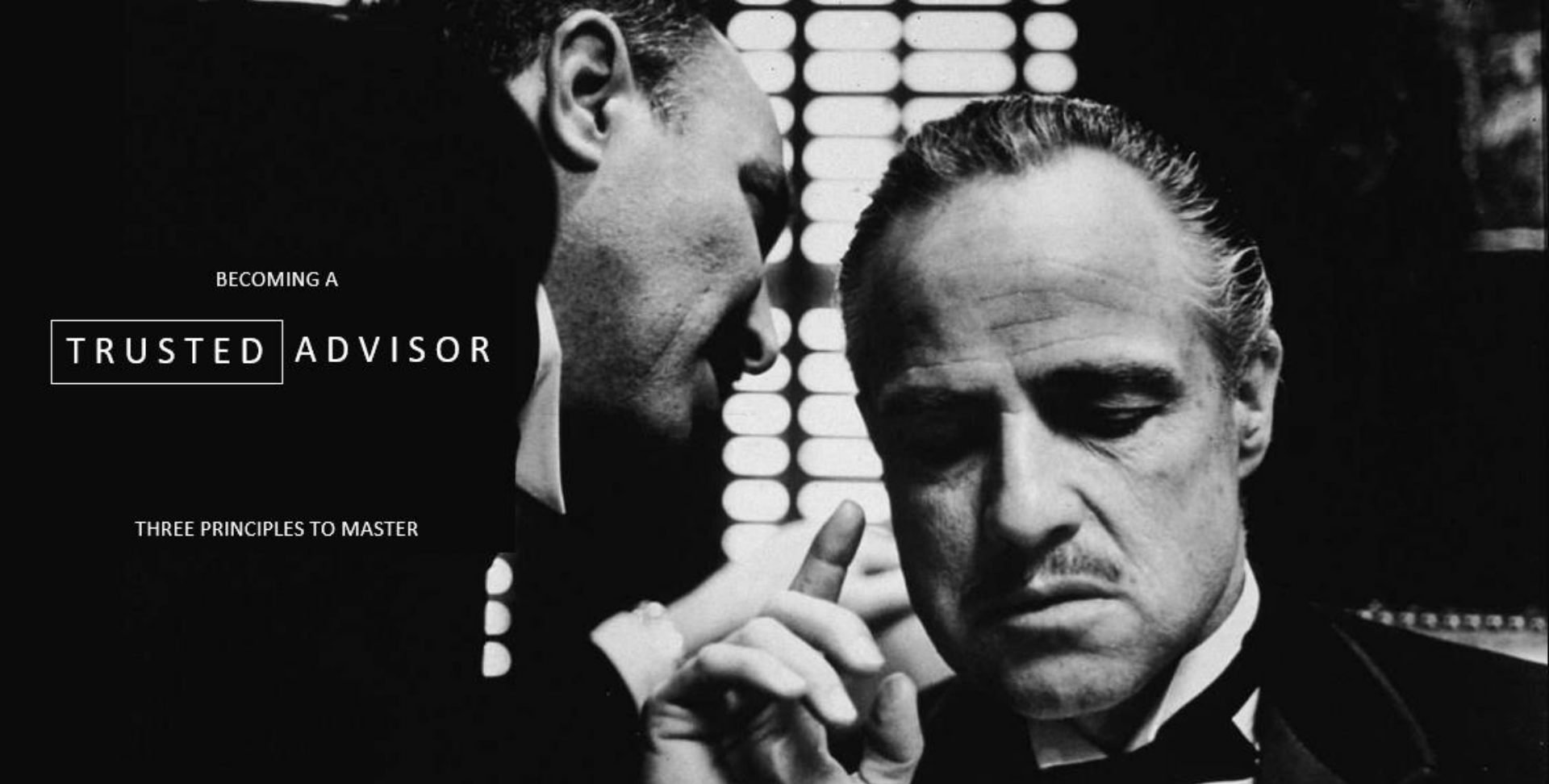
**Trusted  
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**Skilled  
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**Salesperson**



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TRUSTED ADVISOR

THREE PRINCIPLES TO MASTER