

Sun International has been using the Sales Guru course for over a year now and have found it to be an indispensable tool. Our Team Leaders present monthly to the Sales Teams therefore making it an interactive session which evokes thought provoking debate and conversation between the teams.

'As selling room nights is one of the most perishable commodities around our sales teams have to be on top of their game at all times' says Alison McKie - National and International Sales Manager for Sun International.' A room night not sold tonight has gone forever' adds McKie.

'We have found that because these sessions are so interactive the Sales personnel together come up with great ideas to enhance their selling skills.' says McKie. The hospitality industry is very competitive in today's markets, therefore it is vital that as industry leaders the Sun International Sales Force is well equipped with the correct tools to do a professional job - the Sales Guru course certainly serves as one of these important tools.