
londonist
DMC
Sales Training
www.londonist.co.uk


londonist
DMC
10 TH YEAR
What is Londonist DMC?


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10 TH YEAR
WHAT WE OFFER?
• Flexible booking from 2 to 51 weeks.
• Rooms across 20+ locations in London.
• Personalized service from our multilingual team.
• High-end as well as budget-friendly options.
• Easy booking and flexible payment system.
• Post collection and package delivery.
• Safe and secure properties with 24/7 security.
• Premium facilities like gym, cinema, social spaces and more.
• Additional operational support at the residence and from our team.
• Reviewed guest policy.

Londonist Global



londonist GLOBAL

londonist DMC

STUDENT ACCOMMODATION

Since 2013, we provide our clients with both short and long-term accommodation, from 2 weeks up to 51 in more than 45 locations. We are leaders in finding the greatest "home far from home" for our students and we pride ourselves to offer a 5 stars customer service for 5 stars experience at our rooms.

01

londonist INVESTMENTS

GLOBAL PROPERTY INVESTMENTS

As an international company with offices in London, Istanbul, and Shanghai, Londonist Investments' aim is to meet the customers with the right real estate investment. Our aim is to provide our clients a rich variety of properties that are affordable, sustain able, and profitable and also establish long-lasting relationships with our clients based on trust, reliability, and honesty.

02

londonist TECHNOLOGIES

IT & DEVELOPMENT TECHNOLOGIES

We were established under the umbrella of Londonist Global and we are an international technology company that prepares people and institutions for the future. On the journey to perfection, we have come together for a single purpose with our deep-rooted engineering power, our dynamic team, and our innovative products; Shaping the future in a rapidly digitalizing business life! Your job; Our passion!

03

londonist HOSPITALITY

ENTERTAINMENT & HOSPITALITY

We are focused on creativity, seek to deliver the best entertainment experience, and to help our customers make unforgettable memories we have Widow's Son. Built-in 1848, this place is a historic grade II listed boutique pub in Bow, East London with beautiful original features and a modern twist revealing its heritage.

04

Affiliations & Partnership

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2015 *member since*

BETA
British Educational Travel Association

2016 *member since*

CORPORATE MEMBER
ENGLISH UK

2019 *member since*

BOSSA COSSA
全国留学服务机构联盟

2019 *member since*

Belta
Associação Brasileira de Agências de Intercâmbio

2020 *member since*

UKINBOUND
MEMBER 2019/20

2020 *member since*

ALTO
Association of Language Travel Organisations

How do we need to be

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- Optimism
- Empathy and Ability to Listen
- Responsibility and Discipline
- Being Active
- Ready to learn
- Charismatic



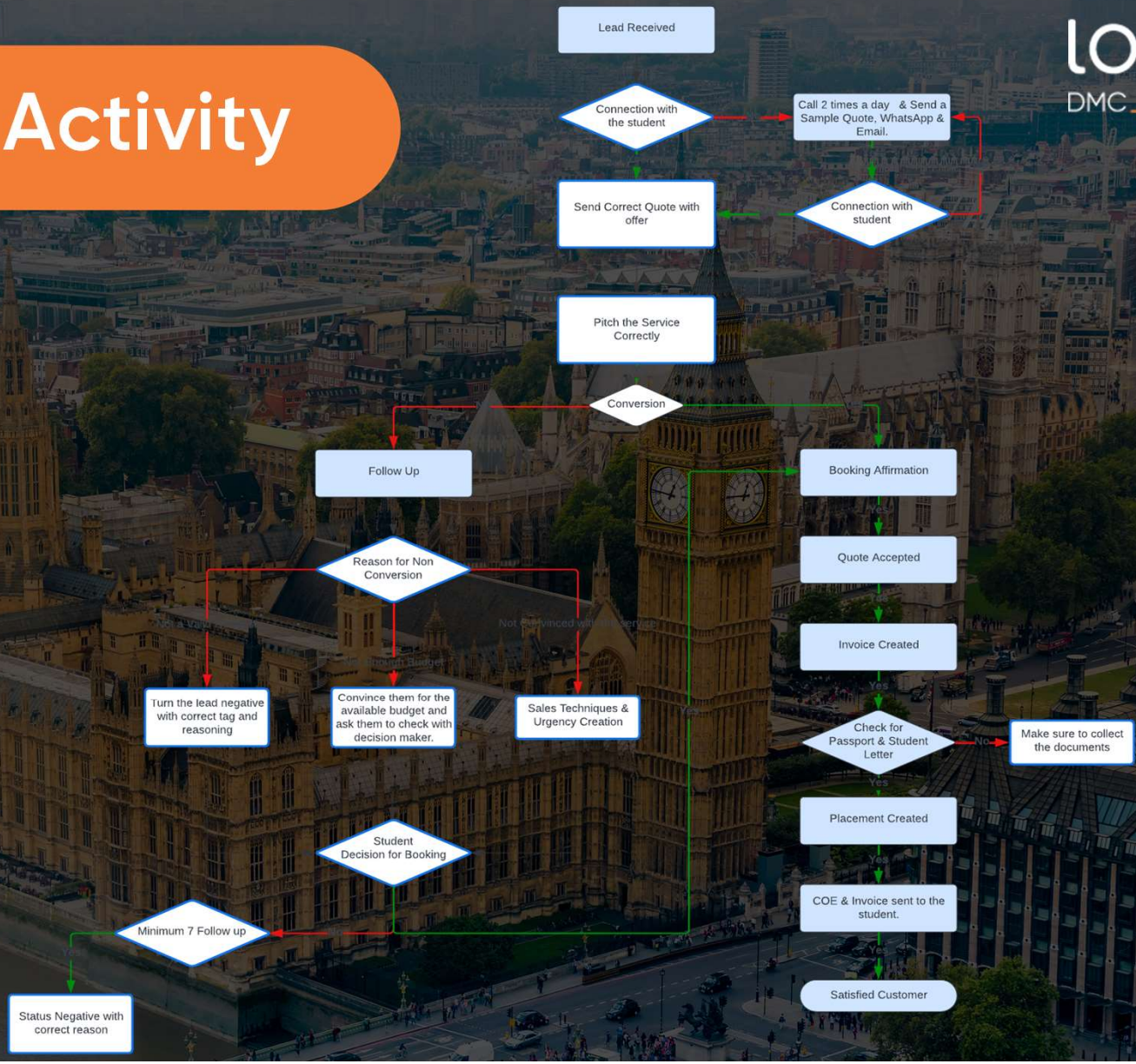
Sales Objective

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- Getting Booking
- Occupancy
- Negotiation
- Conversion
- Discounts / Offers
- Awards
- Cross Selling
- Exceptional Service
- Up-selling

Daily Sales Activity

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ADDITIONAL SERVICES

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Airport Transfer



Cleaning Services



Laundry Services



Storage Services



Exams for Students



Attraction Tickets



Flight Tickets



London Bus Tours



Train Tickets



Concert Tickets

Student Portal

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HOW TO USE THE STUDENT PORTAL?

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An essential resource for you throughout your stay with us!

This portal is designed exclusively for our students, giving them access to a wide range of features that will make their stay with us more convenient and enjoyable.



- Dashboard
- My docs
- Services
- Tickets
- Shop
- Promotions
- My requests
- Booking

Services

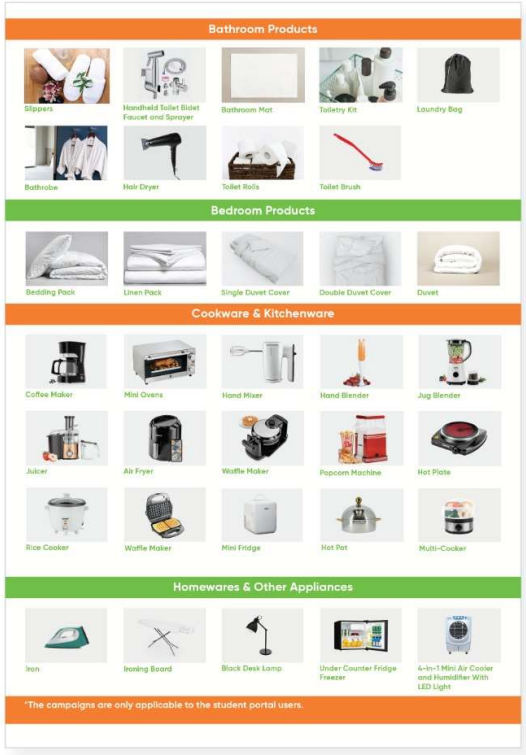
- Airport Transfer
- Cleaning Services
- Laundry Services
- Storage Services
- Exams for Students

Tickets

- London Attractions
- Train Tickets
- London Bus Tours
- Flight Tickets
- Sport Tickets
- Concert Tickets

Thank you for choosing our student accommodation agency for your stay in London. We hope you enjoy our new student portal!

student.londonist.co.uk



Activity 2 (2 hours)

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Londonist Residence 24-25 - Template New Joinee.xlsx

Complete the activity in the next 2 hours

Residence

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Aldgate Residence	Dashwood Studios	Ealing Residence	Finsbury House	South Bank Residence
Highbury II Residence	Highbury Residence	Islington Residence	AXO Islington	White City Residence
King's Cross Residence	Lewisham Exchange	Lewisham Residence	Lyra	Spitalfields Residence
New Cross	Old Street Residence	Portobello Residence	Seven Sisters	Hackney Wick Park

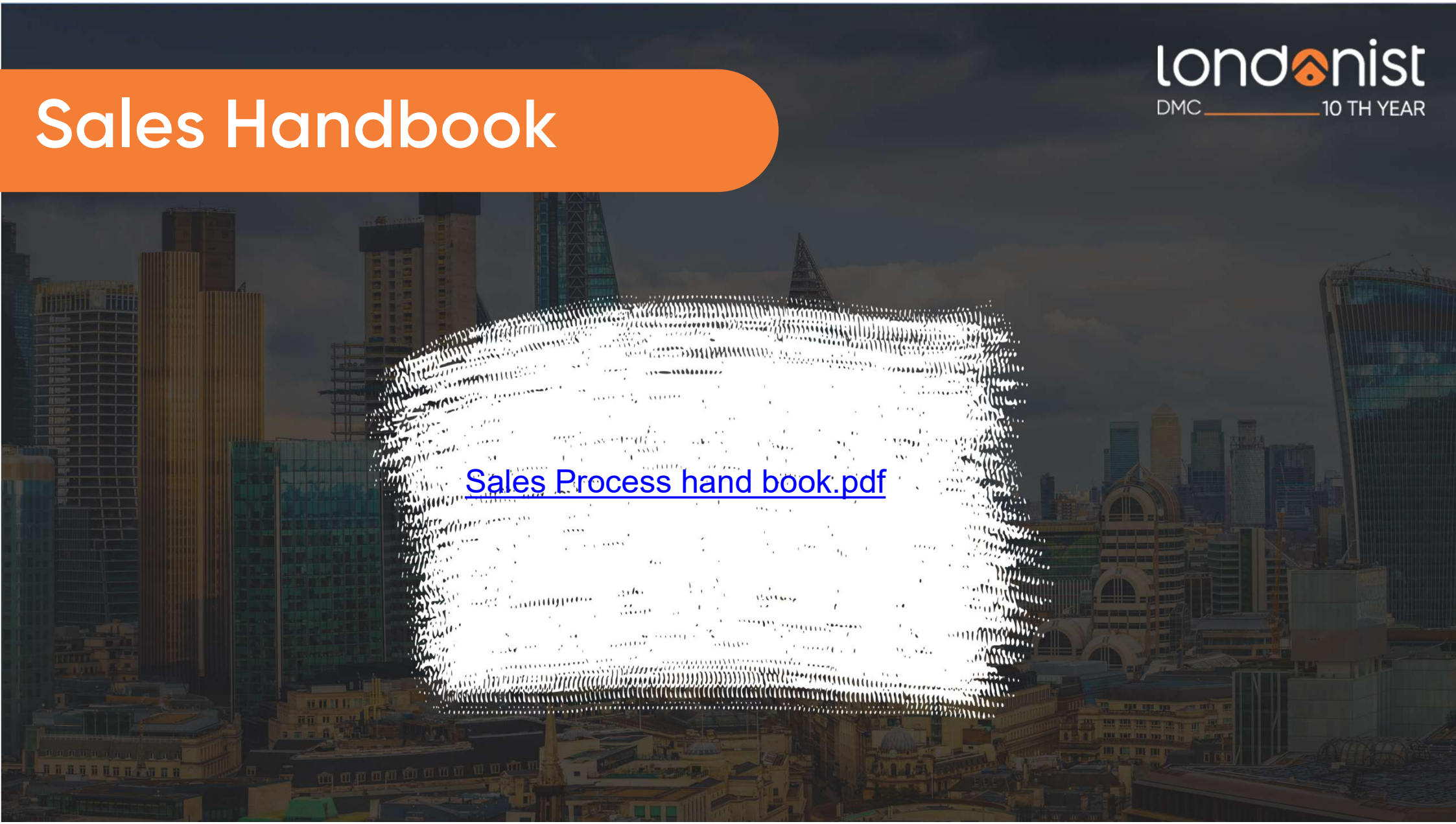
Activity 1 (5 Mins)

AY 23 24 Residence Features.xlsx

Complete the activity in the next 30 minutes.

Sales Handbook

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Sales Process hand book.pdf


Q&A
Any
Questions?