

Case Study: Unleashing the Power of Virtual Sales

Revolutionizing Remote Sales for the Travel Sector

One of the world's most iconic hotel brands sought to improve virtual sales of its lifestyle membership program.

By utilizing Grypp's solution, the centralized sales team of a hotel brand successfully enhanced the customer journey with engaging and interactive experiences. The integration of rich media effectively showcased the hotel's lifestyle membership program. Through Grypp's virtual sales solution, advisors were able to provide a compelling virtual experience in addition to traditional voice-only conversations.

This resulted in heightened engagement and improved sales conversions. Furthermore, the hotel brand expanded its market reach and achieved efficient revenue growth in virtual sales, thanks to the advanced technology provided by Grypp.



\$6.5m

Sales

with value of \$6,500 per contact

175%

ROI

In the first full year of adoption

1,400%

Performance Increase

vs. previous year

+\$140M

Revenue Opportunity

Per Quarter