

Business Development Executive

BFSI Sector, aligned to QP BSC/Q0301

BE A NEW YOU !

Certification from
NSDC & Tata Strive

**Business Development
Executive
IN BFSI SECTOR**

**Free
online
Training
Programme**

For Any Assistance ☎ 6291786778 / 6290407816 www.peerless-rkm-skills.com

Job Description

Business Development Executives are representatives of a financial services company, responsible for building awareness, sourcing prospective customers. In addition, business development executives are also responsible for carrying out servicing existing customers.

Eligibility & Personal Attributes

Eligibility

The individual must:

- Be a graduate (from any discipline)
- Be of 18 years of age and upto 35 years

Special Conditions

- Students should have smart phone and access to data for online class for 3 hours for classes and 2 hours for self learning classes
- Google Meet app should be installed on their smartphones
- Students should have a valid email ID

Course Outline

Following modules would be covered -

- Understanding Banking and Financial Services Sector
- Introduction and understanding sales
- Understanding sales process
- Generating leads with focus on Financial Products
- Qualifying leads
- Evaluating credit details
- Approaching customer to generate leads
- Evaluating needs and presenting products with focus on financial products
- Handling Objections
- Sales Closure
- Ongoing and post sales service
- Using MIS and CRM in banks
- Stock market - Basic and workable understanding
- Mutual funds - Basic and workable understanding
- Insurance - Basic and workable understanding
- Entrepreneurship - Exposure and Orientation
- Customer Life Cycle Management and Financial Planning and advisory role
- Leading Self
- Leading Social Relations
- Leading at Work

Duration

- Six (6) weeks
- 218 hours

Nature of classes and academic delivery

- Fully Online - Both Virtual Online classes and Self Learning Lessons
- Blend of domain classes and soft skill essential for sales