

Job Ready  
Certificate  
Course

# BFSI - Business Development Executive

## -Course Overview-

Imparts knowledge of banking products and policies and skills for selling these products to customers.

Course designed in partnership with industry experts

## -Topics Covered-

Self Discovery  
& Role Clarity

Introduction  
to BFSI sector

Introduction  
to Sales

Structured  
Sales Process

Ongoing and  
Post sales  
service

MS and CRM

Soft Skills

## -Course Duration-

6 Weeks full time course inclusive of:

- 150 hrs of core domain skills
- 100 hrs of youth development soft skills



## Key Learning Objectives

- Explain the knowledge and skills required by a BDE
- Conform to a "Structured Process" Display good relationship management skills.
- Identify the importance of good customer service.
- Display the ability to perform excellent customer service.
- Demonstrate effective negotiation skills in a given situation.
- Display professional behaviour in all situations and ability to work well under pressure.
- Demonstrate effective analytical and problem solving skills in a given situation
- Create a Sales eco system