



রোজকার জীবনে হও রোজগারে

Address : 1, NO. CHOWRANGHEE SQUARE
4TH FLOOR, KOLKATA-700 069
Email : info@psarkim.org
Web : www.peerless-rim-skills.org



Peerless SKILL ACADEMY



Product Brochure Business Development Executive





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Business Development Executive

Why make career in BDA

- 12 Week Course leading to NSDC Certification
- Fully online course total 70 days , 100 hours of online Virtual classes, 70 hours of asynchronous lessons , 7 days of field work
- 360° Personality Development and Grooming Sessions to transform into a Professional
- Project and Activity Oriented class session to build Skills.
- Employability Orientation and Placement Guidance

>> 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.

>>The training program has been designed to prepare young, smart and in-experienced graduates to get employed in the financial services sector in business development role. However, this sector and the job role requires people to have good communication and interpersonal skills, a very good personality, good understanding of the selling process and of course knowledge of the financial services sector and products. This course will provide adequate inputs in the aforementioned skilling areas.

Take a Free Online Counselling
Call Us To Assist You

Why this course

- Opportunity to make a career in ever growing and much in demand Customer Care Industry
- Highly experienced & qualified trainers from BFS Industry with extensive project & training experience
- Course design employs a logical progression from basic to advance in simple & easy to understand language, aligned to industry and NSDC standard
- Exposure to market dynamics through interactive guest sessions taken by industry experts with add on facilities of reaching out to them through online and digital learning sessions also

What you learn get skilled in

- Banking and banking Industry
- Understanding of CASA and other Banking products
- Banking transactions and retail banking
- Understanding of Financial Services products
- Conceptual framework for Lead Generation
- Identify prospective customers
- Manage Products and Service Sales
- Customer lifecycle management and cross sales
- Customer service in banks and achieving customer satisfaction
- IT literacy for productivity
- WorkPlace Readiness Skills : Soft Skills, Etiquette, Personality Development

Get More

You will be taught both in **classroom sessions** and part of your practical work through field work with Peerless group companies or else where under **experienced working professionals**. Our in-house trainers will **groom** you to become a **complete professional** by teaching you **communication** skills, **presentation** skills, working in team, personal grooming, how to behave in a professional environment, **interview** skills, mock interviews and many more. In the classroom, we provide you with a **mix of theory lectures and activities** like quizzes, group discussions, presentations, simulated exercises, using AV contents, role plays, demo Labs, communicative English, digital learning and which gives you **confidence to face challenges** of the workplace

Check our YouTube Videos - Hear from our students what difference the course has made to them

Eligibility

Education : Graduate (from any discipline)

Age : 18 - 28 years

REQUIREMENT

>> Laptop/Desktop/Smartphone compatible with Latest Web Browser Setting

> Uninterrupted Data connectivity

> Webcam/ Selfie Cam in their Device.

> Positive Mindset with interest in Customer Service and Sales.

> Flexibility to Work at Flexible Hours for Placement purposes

Your career

>> Business Development Executive

>> Business Development Manager

>> Relationship Manager

>> Branch Manager

Assessment & Certification

Peerless Skill Academy is a **Training Partner of NSDC** or National Skill Development Corporation. After being trained, you will pass through as Assessment by Assessors approved by NSDC. Once you clear the test, you get a **certificate** from **NSDC**, as a certified skilled person for the job role, which is accepted throughout the country.

Internship/ Field work

- 7 days of Field work
- It also comes embedded with **Earn as you Learn** initiatives and programmes where by a student can start earning while they are studying.

Placement Opportunities

Providing livelihood opportunities by empowering through skill development is our mission. We, strongly believe - such opportunities come by (a) **Right skilling** for the job role, (b) **Right grooming** besides making them skilled in the job role and (c) **Right networking**.

With holistic customer care services, Peerless Skill Academy is working with an array of placement partners including companies in **Retail Banking, Financial Sales, Financial Advisory etc.** They are **integral part of our training system** and their invaluable feedbacks on curriculum helps us improve our course structures as per industry requirements.

You will, therefore, get thorough opportunities with career counselling, grooming, interview skills, confidence building and placement advice to **help you make the right choices** and pick up right job role, to help you succeed in the placement process. BDE Students of Peerless Skill Academy have been placed at different Telecom, E-commerce, Bank and many other corporate organizations

Opportunity

To do On The Job Training / Field Work with Peerless Group of Companies

At A Glance

20 centres
42 courses
210 batches
5002 students
14 Sectors
Corporate Training
Upskilling, Reskilling and
Apprenticeship
Finishing School
Emerging Technology Courses
Digital Learning Products

About Us

Peerless Skill Academy has been promoted as an Institution in **collaboration with Ramakrishna Mission** to carry out skill development activities through training and empowerment to empower youth, women and underprivileged by way of livelihood generation, self employment and entrepreneurship.

Peerless Skill Academy (PSA), an **accredited training partner** of the National Skill Development Corporation (NSDC) and affiliated to fourteen Sector Skill Councils., PSA in collaboration with RKM is a not-for-profit Institution, offering most of the programs at subsidised and affordable fee.

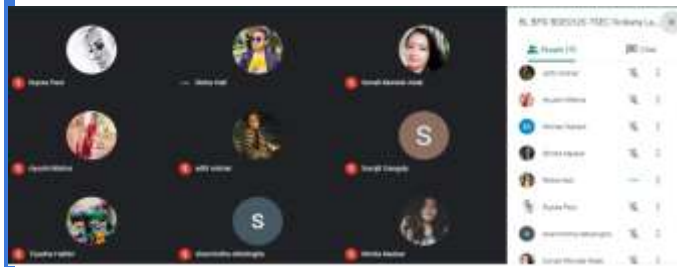
Our Collaborators



The key element of PSA-RKM strategy is to create a **skill ecosystem** around the centres for the courses being offered. Objective is to engage industries, trade & commercial enterprises, local entrepreneurs etc., with PSA-RKM initiatives so that skilled resources can get absorbed and/or be integrated to the supply chain system in the marketplace.

PSA provides unique learning platform for transforming a student as a professional, inspired and guided by the philosophy of service and care of **Ramakrishna Mission**, who help us run the Academy, who are always ready to serve as a **skilled professional**.

Our Spread



Help us to help you in making your dreams come true.

SKILLING | UPSKILLING | CORPORATE TRAINING | COLLABORATION

Healthcare | Hospitality | BFSI | Technical | Handloom | Handicrafts | B & W | Tailoring | Automobile | IT & iTES | Media | Retail |

Who should be targeted

Aspirational youth who are organised and looking for operational in house job profiles.

Better to target graduates, as getting job would be easier.

Other than pocket A and B, pocket C can also be targeted.

Reaching out all colleges, particularly for final year students, and using online counseling route and digital marketing platforms

Differentiation & Value proposition

- **Projects, Assignments**
- **Practicals & field work** with Peerless group Co's/ elsewhere.
- **Communication Lab** - with communicative English
- **Grooming Workshop** - by way of **presentation** skills, personal grooming, **interview** skills, mock interviews etc.
- **Workplace readiness** - working in team, how to behave in a professional workspace
- **Confidence to face challenges**
- **Industry Interface**
- **Mix of theory lectures and activities** like quizzes, group discussions, simulated exercises, using AV contents, role plays, demo Labs, digital learning etc.
- **Earn while you Learn** opportunity during field work
- Extensive **online and digital** supplemental sessions

Admissions Open

Course Outcome WHAT WILL STUDENTS/LEARNERS GAIN FROM COURSE

- Understand the importance and effectiveness of Banking products and sales training.
- Learn about financial market dynamics to successfully identify prospective financial and retail customers
- Ensure adherence and compliance to Banking norms under regulatory requirements by maintaining integrity and ethics
- Perform customer life stage analysis, assist customer in financial planning and maintain customer relationship
- Acquire the skill of effective communication to achieve customer satisfaction.
- Learn to manage Financial Products, cross sales and sales of other BFSI products
- Able to work effectively in a team environment and acquire good communication abilities