

2Days | Classroom Training | Mumbai

EDGE-BFSI: Enabling Digital Growth Experience for BFSI Professionals

Limited Seats!

In today's dynamic corporate landscape, the success of any organization hinges significantly on the competence and agility of its workforce.

Recognizing this imperative, we present the **3E EMPLOYEEE SKILL+ Program**, powered by **#THREEE** that is a transformative leap into the realm of employee development, offering a cohesive and dynamic framework for nurturing talent, driving performance excellence, and fostering a culture of innovation and growth.

Enable Potential -> Equip Performance -> Empower Progress

These pillars, rooted in the realms of Behavioural, Technical, and Functional skills, form the cornerstone of the transformative learning journey.

Program Overview

EDGE-BFSI: Enabling Digital Growth Experience for BFSI Professionals is a training program designed to provide banking, financial services, and insurance (BFSI) professionals with the skills and strategies needed in the digital landscape.

This program provides participants with sales techniques tailored to the digital BFSI industry, enabling them to effectively engage with clients and drive revenue through strategic sales initiatives. Attendees will gain insights into analysing customer needs, developing targeted sales approaches, and building long-lasting relationships with clients.

Program Objective

By the end of the program, participants will be able to:



Apply advanced sales techniques tailored to the digital banking, financial services, and insurance industry



Engage with clients and drive revenue through targeted strategic sales in an effective manner



Identify skills to analyse customer needs and sales strategy gaps, enabling strategic decisions



Build capability for long-lasting client relationships and effectively cross-sell and upsell financial products and services

Key Program Takeaways

Understanding customer insights and strategies for crafting sales communication in the digital BFSI sector

Developing negotiation and objection-handling skills effectively in the digital space

Providing insights into cross-selling and upselling strategies in the digital BFSI sector

Ideal For

Any banking and finance sales professional with a minimum of 1 year of experience in the industry.



Methodology

A workshop with a focus on delivering experiential learning to learners through gamified activities, role plays, discussions, presentations, peer learning activities, self-evaluation tools etc.

Benefits

Learners will learn and apply sales and communication techniques effectively in the digital BFSI sector to analyse and engage prospective customers, drive revenue, and build better customer relations through strategic sales campaigns.



Trainer Profile



Dr. Jeffin Johns

Dr. Jeffin is a PhD & dual postgraduate, award winning talent development trainer & consultant by profession and social change maker by passion, Jeffin holds experience of working with over 100+ brands from over 4 continents.

He has delivered trainings on Corporate Communication, Soft Skills, Corporate Etiquettes, Leadership Skills, Team Building, OBT, Personal Branding, Sales & more.

He had been a chief executive and co-founder for multiple startups in India and has been a training partner for several government agencies in India such as Maharashtra State Police Department, Employee State Insurance Corporation etc. and several Multinationals as well.

Other than corporate, he is also known for supporting several social cause programs for supporting under privileged children, senior citizens, cancer patients etc. and his associated initiatives have made an impact on over 1 million participants world-wide under various corporate CSR (corporate social responsibility) activities.

About NAL Academy Ltd

NAL Academy Ltd. is a wholly-owned subsidiary of the National Stock Exchange of India Ltd. (NALIL).

NAL Academy enables the next generation of BFSI and FinTech professionals with industry-aligned skills through capacity-building programs and certification courses, powered by an online examination and certification system.

The courses are well-researched and carefully crafted with inputs from industry professionals.


The NAL Academy works closely with reputed universities and institutions across India in building a competent workforce for the future of BFSI and FinTech.


NAL Academy also promotes financial literacy as an essential life skill among youngsters - a contribution towards financial inclusion and wellbeing.



Program Fee: INR 40,000/- Plus GST applicable

Please contact NAL Academy for corporate pricing on bulk nominations

Contact for More Information

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