

Smart Professional Series of Programmes for 1st Time Job Seekers

Smart Professional Series of Programmes for 1st Time Job Seekers -Get "Market Ready" for Industries such as Telecom, BFSI, Automobile, FMCG-

29 January 2010- NIS Academy, an educational initiative of NIS Sparta Ltd., Asia's leading Training, Education and Learning solutions provider, today announced the launch of 'Smart Professional Series of Programmes' targeted at the 1st time job seekers, in the sales and customer service. These unique employability oriented programs include Advanced Program in Management & Applied Skills, Certificate in Financial Services Sales and Certificate in Telecom Sales.

"The requirement for skilled professionals is always high and with the post recession shift in the job scenario, the gap between demand and supply of such man-power is expected to widen. These new set of skill enhancement programs have been designed to create ready-to-deploy manpower. We believe these programs will be extremely useful for the individuals who are looking for their 1st Job. We follow a unique hybrid delivery model that leverages the strength of up-to-date technologies, to deliver a world-class learning experience. Technology also enables a wider reach and ensures quality education across centres. Subject matter experts and industry experts add tremendous value to the learning experience, said Manoj Chawla, Executive Senior VP."

The Advanced Program in Management & Applied Skills (APMAS) will enable graduates and non graduates get frontline customer facing jobs across Industries like FMCG, Retail, Banking, Insurance, Automobile, Real Estate etc. An affordable & intensive course with interactive learning experiences, it combines the knowledge, skills and attitude driven by market realities, to help an individual on the threshold of career.

The modules include chapters in Introduction to Sales & marketing and Service, Business Fundamentals, Interpersonal Communication, Effectiveness, Business kaleidoscope, Personal Transformation, Selling Skills, Consumer Behaviour, Marketing management, Customer Care, Process and quality and Project Management.

The 4 month intensive course will allow students to emerge as fully groomed professionals. Post the completion of the course, they will be able to add value to their corporate life and to their organization.

Certificate in Financial Services Sales

The certificate in Financial Services Sales is a very niche program and aims at creating "Market Ready" professionals for the BFSI industry in the sales & customer facing areas. The personal qualities of financial services sales agents are often more important than their educational background. They must have exceptional sales ability, well-developed interpersonal and communication skills, and a high degree of self-motivation. Other important attributes include self-confidence and the ability to handle frequent rejections.

This program will enable them to get frontline sales jobs with the DSA's of the banks, financial services & insurance companies. The financial services sector calls for specific domain knowledge in Banking, Financial Services and Insurance and therefore the demand for these sales professionals is huge.

The modules include, Introduction to Sales & marketing and Service, Business Fundamentals, Interpersonal Communication, Effectiveness, Personal Transformation,

BFSI Overview, Selling Skills, Consumer Behaviour and Marketing management.

Certificate in Telecom Sales

The Telecom industry sales calls for exceptional customer handling skills and understanding of consumer behaviour. With the telecom sector expanding at a rapid pace, there is a huge demand for sales professionals with domain knowledge on the telecom sector. This program aims at creating "Market Ready" professionals for the Telecom industry in the sales & customer facing areas.

This program will enable them to get frontline sales jobs with the DSA's of the telecom industry.

The module includes, Introduction to Sales & marketing and Service, Business Fundamentals, Interpersonal Communication, Effectiveness, Personal Transformation, Telecom Overview, Selling Skills, Consumer Behaviour and Marketing management.

Unique Features:

Some unique features of the courses include - The Certificate courses can be completed in 4 months in a Normal track or 2 months on a Fast Track. Students can pursue these programs on a part time basis. What's more these programmes can be customized to meet the needs of the specific corporates who have a high intake demand for the front line sales and customer service professionals.

Admissions for all the courses start on Feb 1st 2010. For further details, contact your nearest NIS Academy.