



Chapter – 12

DEVELOPMENT OF SALES AND FINANCIAL SKILLS- A CASE STUDY OF INSPLORE CONSULTANTS PVT. LTD.

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INTRODUCTION

Inspire besides being a talent acquisition partner to others is also a financial solution provider for its high-end clients. The company realises the need of every customer who is looking for financial freedom. The company extends a helping hand to customers by assisting them in making crucial financial decisions and managing their wealth effectively to ensure that the customers stay stress-free and get rid of their financial worries. Inspire is a choice of Multinationals and leading Indian Businesses because it is the preferred talent acquisition partner for them.

PURPOSE AND LEARNING

My primary motive for doing this internship was to learn how an organization works and to understand the work culture/environment. Doing an internship nowadays is very necessary for getting a good job because the competition is so tough now that without doing an internship at a good company, you'll not get a good job because they look for prior work experience. I got to learn many things at this internship, I made many new connections, learned how to be consistent at doing tasks, and how to behave in an organization and with your customers because every customer has a different personality and ought to be handled differently based on their needs. To be a good manager one needs to ensure that the decisions are made from time to time to attract as many customers as they can. The most important thing that I learned during this internship is how to put my knowledge and skill into practice. Theoretical knowledge is useless if we don't know how to apply them. The customers should be treated with respect to improving customer interest in the company.

MY TASK

Initially, 15 days of training were provided by the company to help us learn and develop understanding and skills. We were regularly mentored and evaluated by our managers. After the training our 1st profile began which was of Marketing sales profile, we were required to generate maximum revenue for the company. We were supposed to call the client and brief them about the policy and try to convince them in taking the policy of the company. In the next profile we were asked to make a ppt and a research paper my topic was “**Features of the financial system of developed countries**”.

CHALLENGES FACED DURING THE INTERNSHIP

- The first challenge was that It was my first internship so I was not that confident during the internship.
- I was finding it difficult to explain the policy to the customers.
- Many customers were not interested in buying the policy of the company.
- Getting demotivated after getting rejections from the customers.

CONCLUSION

To conclude, the internship was a great learning experience for me. I was very nervous before the start of the internship but I’m way more confident now. I can surely say that my understanding of corporate has grown tremendously. It was a rollercoaster ride; some days were great and the others not so great but I got to learn a lot from my failures.