NISM - Capsule on PMS Sales

"***Portfolio Management Services- Sales"*** is a comprehensive learning program developed by the National Institute of Securities Markets. This specialized course is designed to **equip PMS Sales Teams,** Wealth Managers, Financial Advisors and Executives engaging with HNI's, NRI's, Family Offices and Institutional Investors **with the critical skills and knowledge required for success in the Portfolio Management Services (PMS) domain.**

A: Preview of this Course:

- **https://online.nism.ac.in//module/Portfolio%20Management%20Services%20Sales.html#**

B: Program Highlights- 6 structured modules covering:

1. Key Attributes for Success of Relationship /Sales Managers.
2. Client-Centric Selling Approach.
3. Product Knowledge.
4. Relationship Management
5. Approaching & Targeting Different Client Sets for PMS.
6. PMS: Regulatory Compliance & SEBI Guidelines.

C: The program will include:

1. Practical insights into modern selling techniques, emotional intelligence, trust-building, and time management.
2. Two hours of rich learning content.
3. Certificate of Completion from NISM.

D: Why Enroll in This Course:

This course is designed to keep participants informed about the latest PMS regulations and SEBI guidelines, while also strengthening their strategic sales and relationship management skills. We encourage APMI Members to take advantage of this valuable opportunity to build a solid foundation in PMS distribution and advisory, available at an affordable Course Fee of Rs. 500/- with special discounts offered for bulk registrations.

For more details and registration:
https://online.nism.ac.in//module/Portfolio%20Management%20Services%20Sales.html

Warm Regards
Association of Portfolio Managers in India
Contact us at: https://www.apmiindia.org/apmi/contactus.htm