Executive Summary

This report is all about the sale process at Sharekhan ltd. And the main aim of this report is to have an adequate knowledge of products and services of share market and also increase awareness among people of this company. Sharekhan is a brokering firm which deals in the stock market.

Conceptually the mechanism of stock market is very simple. People who are exposed to the same risk come together and agree that if anyone of the person suffers loss the other will share the loss & make good to the person who lost.

The initial part of the project focuses on the job & responsibilities. I was allotted as a summer trainee. It also makes the readers aware about the techniques & methodology used to bring this report alive.

It enlightens the readers about Sharekhan ltd. strategies to acquire new customers. Further the project tells us the profile of the company. It provide knowledge to the readers regarding the company's history, mission, vision, customers base & the reason to be associated with the company. Also it gives special emphasis on the selling of products & management of the company.

There is growing competition between brokerage firms in post reform India. For investor it is always difficult to decide which brokerage firm to choose. Research was carried out to find which brokerage house people prefer and to figure out what people prefer while investing in stock market.

This study suggests the overall process of sales at Sharekhan Ltd., from the scratch i.e. from telecalling to fixing appointments with the client, from which a rigid analysis was carried out.

In the broking firm the client and the client database is the asset of the company, the management of such an asset is very important. The client database keeps on growing if it is well managed, on addition of the new clients we should not compromise with the service of the old clients. By this project we came to know how the database is managed in the company.

Executive Summary Of Internship Report

R Bogdan

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