

Sip experience and key learnings

[Education](#), [Learning](#)



SIP Experience:

The summer training plays an important role to develop him/ her into well groomed professional. My SIP journey of 60 days at HDFC Mutual Fund, Alwar was very valuable and knowledgeable. It was whole new experience for me to work in a company with such experienced employees. My project work revolved around knowing the mutual funds buying patterns of industries. By this I got the opportunity to meet different types of companies and its officials. For the period of first 20 days I worked along with my industry mentor and learnt the basics of pitching the particular scheme to a client or a customer. Also learnt about the dynamics of mutual fund industry. Also learnt the that how to persuade a particular person to invest in particular scheme of mutual fund. This enhanced my persuasion and negotiation skills which would going to help me in my upcoming career. Also learnt that how to attend the meetings formally with top officials. Also, I was able to develop the skill of handling the events like the Investor Awareness Program (IAP) authorized by SEBI. Along with learning various other skills, I was able to learn about that how a corporate world functions and apart from all this, my Industry mentor and other colleagues were very kind and grateful to me during my internship days, at last SIP was indeed a learning curve in my career and I am grateful to my college and faculties for providing me right opportunity to show case my skills.

KEY LEARNING:

- The very first day my industry mentor give me a presentation where I got a brief knowledge about mutual fund industry.

- I learnt various skills like persuasion, negotiation which are very demanding for current market scenario.
- Observed about the behavior of individuals regarding investment of mutual funds.
- Enhanced the interpersonal skills.
- Learnt how to handle the customer queries.
- Being familiar with corporate environment itself a good experience.
- Acquired knowledge of share market.
- Learnt how actually mutual fund industry works.
- Handy with the online portal of HDFC Mutual fund is also a good experience.
- The culture of corporate made me time bound