









JOB READY SKILLS THE NEED OF THE HOUR

BANKEDGE
Sought after by the BFS Industry and Graduates seeking employability

De-mystification of critical Banking and **Finance Concepts**

Real world understanding and practical experience required

Soft skills gap

Lack of placement assistance





A Platform to Bridge the Skill Gap

Over the past couple of years 'Employability' norms have changed. Being a Graduate is not enough to secure a 'JOB'. While 'JOB OPPORTUNITIES' are still accessible to Post-Graduates and MBAs, millions of Graduates who cannot affordthesteepcostsofhighereducation find it challenging to secure a job that is aligned to their basic educational qualifications let alone having an opportunity to carve a successful career.

Thiswasthegenesis of BANKEDGE, one of the pioneers of skill based education in India. With its Headquarters in Mumbai, India's Financial Capital, BANKEDGE is India's premier Banking and Finance Academy.

BANKEDGE is committed to bridge the skill gap in India and help India's leading Banking and Financial Services organisations access a talent pool of next generation BFS professionals, who are job-ready from day 1 atwork.

BANKEDGE of fers comprehensive skill based programs with curriculum aligned to the framework and quality standards of the Banking and Financial Services Sector.

Empowering Graduates with Job Ready Skills

The skill-based programs are
a blend of classroom training and
e-learning content. They are deployed by
experts and experienced professionals with a
background in Banking and Finance, with the
right mix of passion to teach and the ability
to inspire young minds; to help them
understand the world of Banking and
Finance, job opportunities offered
and various avenues to build long-term and
successful careers.

Provides great scope for dynamic individuals as there are multiple job roles and career paths to choose from.

Banking and Finance is the backbone of India's economy. Working in this I sector is an opportunity to contribute to the economy

In a rapidly evolving digital world and the advent of mobile and internet banking each day at work brings new opportunities to the table - be it customer relationships, customer experience, technology and innovation, to name a few





Huge opportunity for a lifetime career as the Banking and Financial Services sector is evergreen and will continue to stay relevant in the country and also across the world.

Opportunity to travel and gain domestic as well as international exposure as most banks and financial service organizations have a wide network.



Gain the added advantage of financial security and also enjoy many perks.



Develop awesome interpersonal skills as you get an opportunity to interact with people from all walks of life across the country.





REASONS TO WORK IN BANKING SECTOR





HOW IS THE CERTIFICATE PROGRAM STRUCTURED?

Post Graduate Program helps you to up-skill and move your career into a specialized path or change the track entirely. This is a highly specialized program intended to help you develop deeply into one specific area of study.

Course Duration

Duration
6 months

Duration in Weeks

24

Duration in Weekly Hours

Total: 24 weeks / 240 hrs

Total Subjects

5 core subjects and 1 personality Development course

Description of the Program:

6 Months regular PGP+ combines different learning methods that include classroom and Instructor led learning, online learning, hands-on assignments, industry (working professionals) mentored projects and more.

Online Live learning:

Online Live sessions will be conducted for certain critical subjects and trainers would include subject matter experts and industry veterans coming as guest faculty.

Total Duration:

6 Months Regular - (24weeks / 2 hrs a day / 240 hrs)

Total Duration in Weeks:

24 weeks program (online live sessions)

Total Duration in Hours: 240 hours

BE PRIMED FOR PROGRESS

Post Graduate Program in Banking & Finance

Course Outcomes:

- 1. Retail Banking 1
- 2. Retail Banking 2
- 3. Credit Management
- 4. Trade Finance
- 5. Financial Risk Management
- 6. Investment Banking Operations
- 7. Personality Development

Module 1: Retail Banking 1

- · Indian Financial System
- · Money and Interest
- · RBI and its functions
- Accounting Guidelines
- · Bank Reconciliation
- Liabilities products (An overview)
- Various types of accounts (Individual, Proprietorship etc.)
- · Banking Business
- KYC guidelines
- · Banking Laws
- Technology in Banking
- SB/CA/TD deposits
- Third Party products viz MF and Insurance

Module 2: Retail Banking 2

- · Cash and Clearing Transactions in Detail,
- Corporate Banking
- Fraud Management
- Remittances and Cash Management Service

Module 3: Credit Management

- Details of Credits in Banks
- Cardinal Principles
- Priority and Non Priority Sector Advances
- Fund Based and Non Fund based advances
- Working capital operating cycle
- Projected Net working capital
- · Term Loan Processes and Disbursement
- NPA Management including BASEL Norms and RBI guidelines

Module 4: Trade Finance

- Introduction to Foreign Trade
- · Exchange rate mechanism and SWIFT messages
- Forex Offices and Forex Dealings
- Imports- RBI and FEMA guidelines, Merchanting Trade, Regulatory Returns
- Exports FEMA guidelines and ICC rules, EEFC, ECGC Guarantee, Regulatory reporting
- · Forex guarantees, Invocation and Payment
- Foreign Inward Remittances, FEMA regulations, Issue of FIRC
- Foreign Outward Remittances, FEMA guidelines, Procedure of issuing DD/TT, ESOP, LRS
- R-Returns- Guidelines, Technical issues and Documentation
- Domestic Trade covering NI Act, Inward and Outward Collections, Supply Bills, Inland LC, Performance Guarantee, Financial Guarantee and others

Module 5: Financial Risk Management

- Investment and Risk Management Equity and Debt and Alternate Assets
- Risk Profiling and Asset Allocation
- Risk Management through Insurance

Module 6: Investment Banking Operations

- Introduction to Investment Banking
- Cash Equities and Fixed Income
- Foreign Exchange and Money Markets
- Derivatives Markets
- Job Readiness

Module 7: Personality Development

- Self-Awareness
- Self-Monitoring
- Team Building
- Communication
- Social Graces
- Interview





ADMISSION

APPLICATION PROCESS

- Candidate to appear for Pre-Selection aptitude Test and Interview
- · Candidate to submit all required documents upon selection
- Subject to satisfactory verification BANKEDGE will issue conditional Offer Letter / welcome letter

MINIMUM REQUIREMENTS

- Age between 21 to 24 for Graduates
- Minimum 50% Marks aggregate
- Good English Communication Skills

WHO WILL BENEFIT FROM THE PROGRAM?

The program is most suitable for anyone who wishes to understand in detail about the various functions and roles in banking, the critical norms and regulations that are prevalent and the way the banking industry is going forward.

The program will benefit the following segment of students the most.

- Working executives in banks with 1-2 years of experience
- Working executives in other industries with 1-2 years of experience who wish to switch to a lucrative career in the banking and financial services industry
- Any fresh graduates looking for a career in the following industries
 - Banking
 - Credit and Trade Finance
 - · Risk Management

PAY AS YOU GO!

It is our constant endeavor to make our programs more accessible. We have relationships with various financing providers for your ease and convenience. If you would like to explore financing options, let our team know during the interview process.

Providers will make their own independent decisions on applications. Students should factor in a minimum of 5 business days to explore financing options.

Course Fees - Normal Track	
Program Duration	6 months
Fee	₹ 1,25,000/-
No. of hours	240 hours
Registration Fees	₹ 6,945/-
EMIs	18
Interest	0% - No interest
EMI Amount	₹ 6,945/-



SALIENT FEATURES OF THE PROGRAM

The Post Graduate Program in Banking & Finance offers the following salient features

- Curriculum designed by academia, industry and skilling partners
- Instructors from the industry
- Well-crafted guest lectures and workshops intended to give a real time case study
- Access to latest tools and techniques
- Industry project and mentorship
- 24x7 LMS support in learning
- Access to career building soft skills and personality development programs
- 100% placement assistance

LEARNING OUTCOME

- After studying this Program, students would
- Understand the various critical departments and core business functions in the dynamic banking sector of the 21st century
- Understand and appreciate the financial norms, rules and regulations governing the various functions
- Explore further and make a career in niche areas such as Forex Management, Risk and Compliance etc.



TOP BANKING & FINANCIAL SERVICES FIRMS ARE

HIRING NOW

Every student at BANKEDGE is equipped with theoretical knowledge combined with practical skills and empowered with soft skills necessary for competently dealing with the roles, responsibilities and demands of the workplace at some of India's leading financial services institutions.



















Retail Banking
Trade Finance
Credit & Risk
Operations
Investment
Banking



















A PURPOSE-LED

BANKING CAREER

Banking brought more meaning to Swati's life

Unlike most freshers, Swati didn't face any problems finding a job as a consultant. But within 4 months, the BMS graduate decided to leave the consultancy firm. She was looking for something more, a job with purpose, a job where she could contribute directly or indirectly to nation building. She found her calling in Banking. With the industry's growing focus on financial education and inclusion Swati had found the meaningful career opportunity she was seeking.

But being a part of Banking was no easy feat as the entry barrier was high due to the huge number of aspirants. Swati was wondering how she could create a ripple in the vast talent pool, when she heard about BANKEDGE and its industry partnered and endorsed programs.

In addition to gaining in-depth knowledge of all aspects of Banking, Swati also gained an edge because of the soft skills training she received. She had always been a shy person. In banking you have to connect with people across the spectrum every day — from customers to colleagues.

Swati said "The soft skills training I received helped dramatically improve my interpersonal skills". Having completed her program at BANKEDGE, Swati soon received a job offer from Axis Bank as an Officer with the Central Liabilities team. She was ecstatic!



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With the right training and skills you can pursue a meaningful career.

Swati Salian | Officer, Axis Bank

GRADUATE TO A PROFESSIONAL

66 I sought industry relevant skills and I acquired them at BANKEDGE



Durgesh Nerurkar | Assistant Manager, Kotak Mahindra Bank

Durgesh realized practical experience counts.

With lakhs of students graduating every year the job scenario is extremely competitive and finding a job immediately after completing graduation is tough. The lack of industry relevant skills is also a huge roadblock. Hailing from a family of professionals – his father was a state government employee and mother a special education — Durgesh had set on pursuing a career in banking and had therefore enrolled for and graduated with a degree in BBI. However he soon realised that he needed additional skills to power ahead of other banking aspirants.

When Durgesh learnt about BANKEDGE and its industry relevant programs, he decided to enrol without a second thought. His decision stood him in good stead when he received a job offer from Kotak Mahindra Bank. As he later recalled "I had theoretical knowledge on the banking and finance sector. I was seeking practical experience. The BANKEDGE program content was aligned to industry standards. The added advantage was training in softskills such as mock interview sessions which helped build my confidence. The program was extremely enriching"

Durgesh is now an Assistant Manager at Kotak Mahindra and aims to secure a senior level position at the bank with his smart work and dedication.

FROM A DREAM TO A DREAM JOB



I got in depth knowledge about banking and it helped me crack my interview

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Ajinkya Krishna Padate | Assistant Manager, Axis Bank

Grabbing every opportunity was Ajinkya's success mantra.

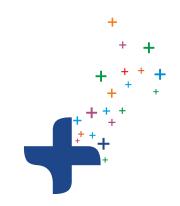
When life does not go to plan all you need to do is to persevere and focus on grabbing every opportunity that comes your way. Ajinkya's only ambition in life was to fulfil his mother's dream - that of seeing her son as a Banker. After completing his graduation in Banking and Finance, finding a job in the banking sector was extremely difficult. The reason - he had the educational qualification but did not have any practical experience.

A dejected Ajinkya decided to focus on garnering some experience. He joined a multinational technology firm as an analyst because he firmly believed "when you are young you need to be ready to grab every opportunity that comes your way as it adds to your experience".

However, his heart was set on a job in the Banking and Finance sector. He persisted and continued giving IBP exams but met with little success until, he heard about BANKEDGE from friends. He enrolled for the BANKEDGE PROBE Program. In Ajinkya's own words "The program was intensive and gave me in-depth knowledge about all aspects of banking. The practical knowledge he gained combined with training in soft skills enabled him to crack the interview". Within a month of enrolling for the program Ajinkya was hired as Assistant Manager at Axis Bank. With his mother's dream fulfilled Ajinkya has now set his sights higher and is focused on building a dream career in Banking.

FIRM FOOTHOLD WITH A

FINANCE CAREER



Leena discovered that laser sharp focus coupled with ambition leads to success.

Hailing from a small business background one would assume would at least help open doors for a career in Finance — after all, Finance is a fundamental aspect of running a successful small business. Leena Thakur discovered that it was not.

After completing her graduation, Leena was keen to pursue a career in the Banking and Finance industry as it offers multiple career opportunities and scope for growth. However she soon realised that her educational qualification and her family business background whad not equipped her for a career in the BFSI industry.

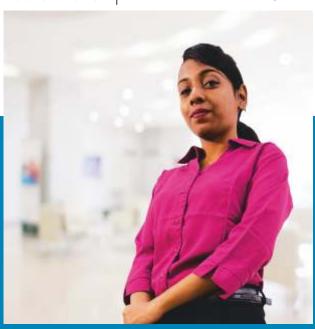
To kick-start a career in the Banking and Finance sector it is important to have a thorough understanding of various tasks — be it anchoring customer relationships, various financial products and services, industry and regulatory norms to name a few. Leena had some inkling of financial concepts however she did not have a holistic view on the industry and what the job entailed. She also lacked practical skills.

While she was wondering about her next course of action Leena came across a BANKEDGE advertisement and the PROBE Program which offered comprehensive training on all aspects of Banking and Finance.

As Leena said later "In banking and finance you need to understand various functions and processes. The faculty at BANKEDGE are experienced BFSI professionals. It enables them to teach us the fundamentals of banking and finance using real life scenarios."

Having started her career at IIFL as a Customer Care Executive with the Gold Loan team, Leena is now focused on the next level of growth within the organisation

Leena Thakur | Customer Care Executive, IIFL



"

The experienced faculty helped us understand
Banking and Finance fundamentals with real life case studies

ARTIST TO A

PASSIONATE BANKING PROFESSIONAL

Priyanka found her way to live her passion

Patience is a virtue possessed by a few. Being an artist, it came naturally to Priyanka Verma considering the patience it takes to draw. The eldest of three children, she stays with her family and in her spare time listens to music. The ambitious girl completed her M.Com from Mumbai University in the hopes of getting a job in a prestigious firm in the banking sector but fate had just one answer — not yet.

While she patiently kept looking for a break in the Banking & Finance sector after her post-graduation program, she realised that even her nine months' worth experience as a Back Office Executive did not help make any opportunities materialise. She had a passion for the banking sector and dreamed of a bright future in it. So, the moment she heard about BANKEDGE, she enrolled knowing that it would open doors for her. "It was impossible to enter the banking sector unless you had connections. Thanks to BANKEDGE, I found my entry into the banking sector which felt like a dream come true," she heaves. Her passion for the sector, activities and seminars and an impressive teaching faculty inspired her to grasp every bit of knowledge imparted.

After the course, she was placed with IndusInd Bank for the profile of a Teller. Having thoroughly enjoyed her experience at BANKEDGE, she urges other aspirants to be patient and keep working towards their dream to succeed and beyond.

I found my entry into the banking sector which felt like a dream come true



Priyanka Verma | Teller, IndusInd Bank

A WELL THOUGHT BANKING CAREER PATH



Shruti Kamdar |

Teller, Kotak Securities

Shruti found her answer to the 'what next' question

Once you graduate the world is your oyster, although trying to figure out what you want to do next can be quite the task. Shruti, who stays with her father, mother and grandmother, was faced with a similar dilemma. The Bachelor's in Financial Markets graduate took a couple of months to decide what she wanted to do. Eventually, she narrowed down her career choice to the banking sector.

After the sector was finalized, BANKEDGE was the natural choice. Joining the institute opened up many possibilities for her. Shruti became a fan of their teaching methods. The faculty was great and the teaching style was even better. "I am glad I took my time to choose banking as my career choice and even gladder that I chose to pursue it with BANKEDGE," she exclaims. She was soon placed in Kotak Securities. It was just the career she planned on having.

Her advice to the youngsters is to take their time to think and wisely decide on their career choice. Also, if they do end up choosing banking then there is no better way to pursue it than BANKEDGE.

FROM A GRADUATE TO A BANKER IN JUST 6 MONTHS!

Retail Banking

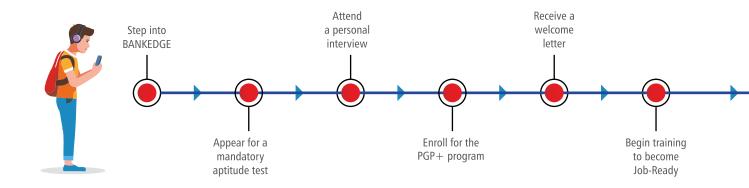
Trade Finance

Credit & Risk
Operations

Investment Banking

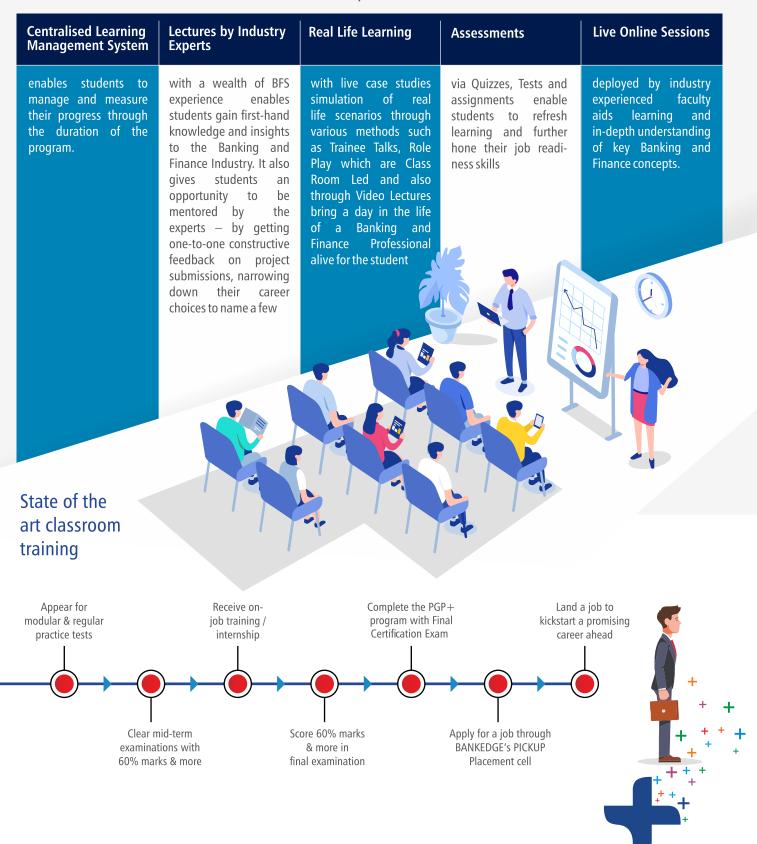


Get skilled. Get employed.



The Post Graduate Program in Banking & Finance

A program aligned to the needs of the Banking and Financial Services industry. Get trained on the **fundamentals** and also hands on experience in the world of **finance**.







Intensive Communication & Personality Development Training Module

Students gain confidence and become Job-ready. Students get much needed work experience and hone their skills by:

- acquiring domain knowledge
- developing soft skills
- being prepared mentally, emotionally and physically for interviews
- getting a sneak peek into the corporate world



PGP+ Program mapped to the requirement of Banking and Financial Services Industry

On completion of the Program students are certified by Bankedge with PGP+ Certification which is aligned to industry norms and will be acceptable by the Banking and Financial Services Industry. With a large network of 60+ test centers Bankedge offers a secure and hassle free certification process. The PGP+ Certification gives students an edge over other Graduates eying for a job in the Banking and Financial Services Industry.



Placement Assistance Post Certification with

PICKUP BANKEDGE PLACEMENT CELL

The PICKUP Placement Cell aims to give Job-Ready students a seamless placement experience and a great start in the Banking and Financial Service Industry by:

- keeping a track of job requirements through its network with reputed Banking and Financial Services organizations*
- coordination with multiple recruitment partners to keep students updated on the ideal job opportunities in the industry*
- coordinating with every BANKEDGE Center to manage, support and implement all placement activities through the BANKEDGE HO in Mumbai, Maharashtra

Student at the Heart of the Placement Cell

The students' interest and success are at the heart of the placement activities. PICKUP assures students of 100% Placement Assistance at no additional cost to the student. To ensure every student gets maximum opportunities and exposure, BANKEDGE guarantees three interview opportunities to every student who has successfully completed the PROBE Program. In exceptional cases more than 3 opportunities are given to deserving candidates.



* PICKUP only communicates with the Banking and Financial Services organisations regarding openings available which can be filled by thestudents. PICKUP cannot and does not create specific opportunities or cannot and will not push/insist that the Banking and Financial Services organisations give specific openings based on student demand on thebasis of wrongful commitments made by any BANKEDGE employee/s, centres to the students. To ensure such incidents do not occur, students are requested to bring such commitments to the notice of the BANKEDGE Management team immediately.

THE START OF A PROMISING CAREER



Trade Finance Officer

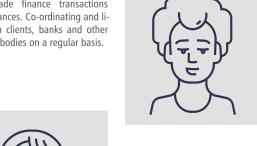
exceptions.



Handle trade finance transactions and remittances. Co-ordinating and liaising with clients, banks and other regulatory bodies on a regular basis.



Conducting trade finance operations in the back office viz processing of documents, verifying processes against regulatory framework, finding and resolving



Forex Transactions Executive

Processing of trade finance transactions (for both domestic & foreign trade). Facilitating Forex transactions and complying with legal and statutory requirements for the same.









Account Manager

In charge of development and maintaining new account relationships at the bank. Responsible for a variety of functions associated with the account servicing (Sales, customer support, accounting etc)



RETAIL **BANKING PROFESSIONAL**



Relationship Officer

Interact and advice individual retail customers on various banking & financial products. Conduct activities and lead generation а m maintain and enhance relationship with new & existing clients.



Customer Service Officer

First point of contact for customer complaints, questions, feedback, or any other needs. This profile focuses on managing relations between the customer and the bank.



Retail Operations Executive/Customer Service Executive

Handling back-end operations, working closely with multiple processes revolving around account servicing and account maintenance.

Transactions **Operations Executive**

Handling customer collection & payment transactions from a centralized location using various payment methods. Could include additional scope of handling IPO Related Transactions and Merchant Acquisition

Voice Call Officer, **Retail Operations**

Assist customers over the phone with their queries on various banking products and resolve the

Assistant Acquisition Manager Focuses on profiling

acquiring customers for bank's asset & liability products. Also includes targeting new & existing customers for various third-party products sold by the bank.

Teller Service Executive

Focuses on profiling and acquiring customers for bank's asset & liability products. Also includes targeting new & existing customers for various third-party products sold by the bank.

RM-Cross Sell

generation Lead and marketing sales through distribution and activities. Acquisition of new clients developing and cross-selling to existing clientele based on their needs.

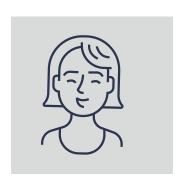


Credit Relationship Manager/Customer Care Executive

Evaluating credit proposals understanding financial, business and industrial risk. documents for Process loan approval and disbursement. Also includes monitoring outstanding accounts and their follow up.



CREDIT AND RISK PROFESSIONAL



Credit Manager

Responsible for the entire credit granting process, understanding and e v a l u a t i n g the risk involved, periodic review of existing customers. Undertake required financial accounting procedures to cover the above functions.



Fraud Detection and Vigilance Officer

Prompt and effective investigation of escalated cases. Initiate preventive measures to detect and restrict any fraudulent activities. Complete investigation and resolution of reported frauds. Routine liasoning with law enforcement agencies.



Team Member: Vigilance Dept

Ensure that regular monitoring systems are in place for identifying potential data loss. Evaluating and identifying critical data for various lines of business in a bank. Identifying ways to prevent data loss from these business streams.

Fraud and Surveillance Officer

Focus on working towards detection and prevention of fraud such that financial losses are restricted. Understand banking processes and requirements such that regular monitoring can lead to timely intervention. Initiate preliminary investigations and suggest suitable modifications in the process / system / tools. Regular liaising and reporting to regulatory bodies.

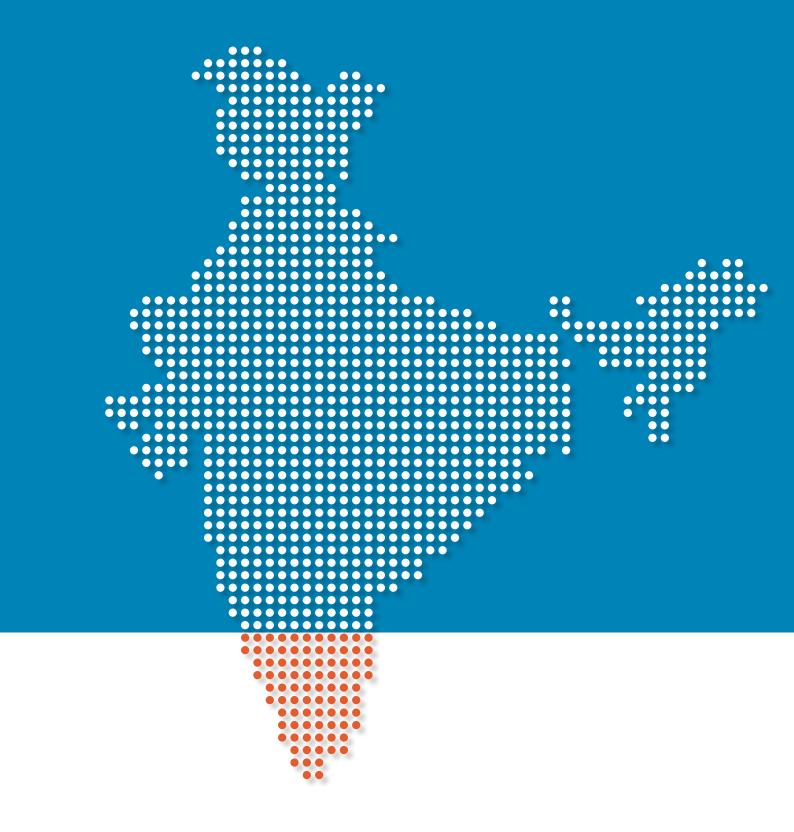
Fraud Management Officer

Work towards preventing fraud and investigate any fraudulent activities in the bank. Identify areas of potential risk, misuse and operational lapses to prevent any incidents of frauds.



WALL OF FAME







Established in **2014**

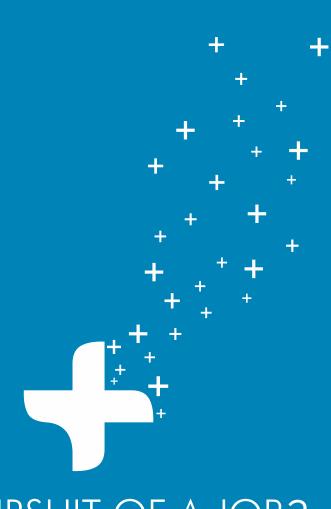


Headquartered in **Mumbai**



Franchises in

50+



IN PURSUIT OF A JOB? LET THE JOB FIND YOU

Contact Us

304, 3rd Floor, Crescent Business Square, Opp Gundecha Onclave, Kherani Road Near Sakinaka Metro Station, Andheri (East) Mumbai - 400 072

1800 266 0777 info@bankedge.in





India

15,000+



Looking to work in the Banking & Financial Services Sector?

Join the PGP + Program at BANKEDGE and kickstart your career in the BFS Sector.

BANKEDGE, India's premier Banking & Finance Academy, offers comprehensive skilled-based programs with curriculum aligned to the standards of the Banking & Financial Services. The Institute is committed to bridge the skill gap in India & help the country's leading BFS organizations access a talent pool of next generation professionals, who are jobready from day one.

WHY BANKEDGE?

- BANKEDGE provides cutting edge practical skills that are valued by recruiters
- We fight hard to market your CV to recruiters and line up interviews. Our placement track record since 2014 speaks for itself
- Since 2014, no training provider has delivered rapid transformation in a matter of less than a Year. Career paths of our Alumni is testimony

MASTERCLASS

- Ensuring you are completely prepared for a job
- Resume Writing Program
- Interview Preparation Course

Empowering Graduates with Job Ready Skills

