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SCOPE & CAREER

1) The banking sector offers excellent opportunities for career growth with various roles and departments to choose from.

2) In the evolving digital world and the advent of the use of internet banking on a daily basis, brings new opportunities to the table - be it customer relationships, customer experience, technology and innovation, to name a few.

3) Banks play crucial role in the economy, making it reliable industry even during challenging times. Working in this sector is an opportunity to contribute to the economy.

4) 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.

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

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

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

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PROGRAM DETAILS

Post Graduation Certificate In Banking and Finance

PGCBF– Post Graduation Certificate in Banking & Finance is a power-packed 45-day program offered by the Institute of Banking and Finance Sales Academy. This program makes the candidate Job-ready in Retail Branch Banking of a Private Sector Bank or Financial Institution. This program is designed to nurture the competencies of working professionals and fresh graduates aspiring to work in the Private Banking Sector of India. This program also allows students to balance work-life challenges and professional commitments

PRODUCT DETAILS

1. Product Training –
2. Mock Interview
3. Customer Handling
4. Assessment
5. Retail Banking Training
6. Interview Preparation
7. Guest lecture by industry experts

Training Fee

21,000 /- With GST

Admission Process

Eligibility:

Below 27 years of age at the time of admission.

Minimum 40% or above in the class 10th, 12th, and Graduation / Post Graduation

CHECK ELIGIBLITY

FILL APLLICATION FORM

SCREENING

ENROLL IN PGCBF

TRAIN TO BE SAMRT BANKAR

PGCBF CERTIFICATION

GET 5 PLACEMENT OPPORTUNITIES

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CURRICULUM

Course Content

A : Introduction to Banking

1 Role of Banks, Important principles of Bank.

2 Banking a business of trust. Products of Bank

3 RBI & Banking Regulations.

B : Liability Products

1 Current Accounts- Introduction to Current Account, CA variants

2 Saving Accounts ,Benefits and features, Variants of Saving accounts.

3 Importance of bank Deposits for economy and banks, Major Liability products

C : Asset Products

1 Secured Assets-Home loan, Auto loan, Jewel loan, case studies

2 Unsecured Assets- Credit cards, Personal Loan & Education Loan

D : Banking Sales & Relationship Management

• Banking Sales - Acquisitions, Prospecting, Customer Profiling

• Selling & Negotiation Skills - Lead Generation, Cross Selling & Up-Selling

• Documentation requirement in case of Pvt Ltd, Partnership firms and LLP

• Lead Generation

• Sales Funnel

• Market Scoping and importance of Area Mapping

• Cold calling and appointment Fixing Scripts

• Importance of OSV

• Field Verification

• FTR Concepts in sales

• Relationship Management

• Customer Service, Customer Service Skills & Complaint Handling

• Fraud and Forgery

• Money Laundering & Anti Money Laundering

E : Audit and Compliance

Regulatory compliance & Audit, Banking Ombudsman Scheme, Benefits of RBIO scheme

Banking Code of conduct, RBI clean note policy, Security features of currency notes

KYC Guidelines for SB A/C ,Adherence to Process. AML frame work.

Why KYC? Re KYC. EDD Key indicators for suspicious activities.

Money laundering, Suspicious Transactions, Key Indicators, EDD

Customer due diligence Case studies Sourcing due diligence

F : Digital Banking and Fintech

• Digital banking trends and innovations

• Role of fintech in retail banking

• Mobile banking and payment system

G : Professional Excellence

• Soft Skills & Personality Development

• Business Etiquettes, E-maiI Writing, Handling Inbound & Outbound Calls

• Group Discussions

• Role Plays

• Resume Writing

• Mock Interview

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GROWTH PATH

Regional Head 10 LPA to 12 LPA

Cluster Head 08 LPA to 10 LPA

Branch Manager 06 LPA to 08 LPA

Deputy Manager 05 LPA to 06 LPA

Assitant Manager 3.6 LPA to 05 LPA

Business Development Mamager 2.5 LPA to 3.6 LPA

Business Development Executive 1.8 LPA to 2.4 LPA

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CORE TEAM

Director, Corporate alliance

MR. SWAPNIL MUDHALE

Ex. Cluster Head DCB Bank

Director, Corporate alliance

MR. SURESH KADAM

Ex. Chief Manager ICICI Bank

Director

MR. KALYAN KHOBARE

Ex. Zonal Services Manager ICICI Bank

ADVISORY BOARD

MR.AMIT SAXENA

Ex.General Manager, ITM, Mumbai.

(ICICI Bank Sales Academy)

CEO, Jobstation

Lokesh Mitthal

CEO Mintskills HR solution

Ex - Director ITM mumbai

(icici Bank sales Academy)

MR.SANGRAM DESHMUKH

Ex.Deputy General Manager, ITM, Mumbai.

(ICICI Bank Sales Academy)

CA UMAKANT KAPSE

Charted Accountant

ADV.VIJAY KHARAT

M.com, LLB

DR.AJAY MASKE

Mcom, MBA, M Phil,

Phd Prof. Sanjivani Engineering &

Tecnology Institute, Kolhapur.

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TRANINING TEAM

MS. PALLAVI MURUDKAR

Ex. Regional Manager Aptech Institute, Mumbai

MR. SHIVDATT SALUNKHE

Ex. Branch Manager ICICI Bank

MR.TARIQ AHMEDI

Ex. Assistant Vice Precidant Equitas Bank

MR.PANKAJ MISHRA

Ex. Branch Manager ICICI Bank

MR.VIJAY GHADAGE

Ex.Regional Head Sales ICICI Bank

MR.BALAJI LOKHANDE

Ex. Branch manager HDFC Bank

MR.ASHOK SHINDE

Ex. Branch Manager Kotak Bank

MR.SUMANT MANE

Ex. Manager Axis Bank

MR. RAHUL MOHAN MAHINDRA

Ex.Manager ICICI Bank

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Recruitment Centres :

MH Mumbai

MH KOLHAPUR

MH NAGPUR

MP INDORE

GJ AHMEDABAD

RJ KOTA

HR GURUGRAM

DL NEW DELHI

BH PATNA

KA BELGUM

CONTACT DETAILS

Head Quoter :

IBF, 3rd Floor, Rainbow Square, Indira Shankar

Nagari, Paud Road, Kothrud, Pune 411038.

99 70 11 41 43

viveka@ibfsa.in