



## Post Graduate Certification Program in

### Banking & Financial Services (BFSI)

**100% Placement Assistance with Guaranteed  
Interview Lineups**

**Ideal for Graduates** looking to launch their careers  
in the **Banking & Finance field**

**Soft & Domain Skills Training**

Earn **Industry Recognised Certifications**



# About Expertrons

Expertrons is the world's largest AI-assisted Skill-tech platform that connects career-seeking aspirants with industry leaders, helping them accelerate their career in their desired domain.

## Our Founders



**Jatin Solanki**

Co-Founder



Built India's largest gamified edu-platform serving a million K12 students. Associated with Maharashtra Govt & top private schools.



IIT Bombay '12  
Alumni



3rd Position



Research UPM  
Malaysia



Speaker



**Vivek Gupta**

Co-Founder



Successfully acquired by a public listed company. Made the company profitable, headed over 200 employees.



IIT Bombay '12  
Alumni



Mentored 30k+  
students



Featured on

## Our Media Presence





# Program Overview

Duration: 6 months

Module 1: The Banking Ecosystem	Type	Details
	MasterClass	Reserve Bank of India : Evolution, Function & latest initiatives, Risk Regulations in Banking Industry: Basel Norms, Indian Banking Structure, Non-Banking Financial Companies, Imp. Institutions: NABARD, NPCI etc., Activity: Banking Structure
	Quiz	To check attentiveness in a virtual Class
	Feedback	
	Self Paced Learning	
	Assessment	
Module 2: Banking Customers & AML-KYC Guidelines	Type	Details
	MasterClass	Various Banking Customers, Money Laundering, Obligations under PMLA, Obligations under International Agreements- FATF, FATCA & CRS, Activity: Identifying client risk
	Quiz	
	Feedback	
	Self Paced Learning	
	Assessment	
Module 3: Banking Products: Liabilities	Type	Details
	MasterClass	Important Deposits Terminologies (AMB/AQB, Home Branch /Non-Home Branch, Simple/ compound interest, ATM/ Debit Card, HNI Programs etc.), Demand Deposits (CASA), Time Deposits (FD & RD), NRE, NRO & FCNR a/cs, Operational Aspects of Deposit Accounts: Joint Accounts, Nomination Facility, Inoperative Accounts & Unclaimed Deposits, Insurance of Bank Deposits, Case let based Role Play (Pitching of deposit a/c)
	Quiz	
	Feedback	
	Self Paced Learning	
	Assessment	

<div> <div>Module 4 :</div> <div>Banking Products: Retails Assets</div> </div>	Type	Details
	MasterClass	Asset verticals in a Bank, Important Retail Assets Terminologies ( LTV, Credit Burrou, NPA, Amortization Schedule, Fixed Rates, Floating rates etc.), Retail Assets Products: Home Loans, LAP, Gold Loans, LAP, Personal Loans and Consumer Loans, Credit Cards, Case let based Role Play (Pitching of Retail Asset Product)
	Quiz	
	Feedback	
	Self Paced Learning	
	Assessment	

<div> <div>Module 5 :</div> <div>Appraisal and Assessment of Credit Facilities &amp; Trade Finance</div> </div>	Type	Details
	MasterClass	Principles of Lending, Working Capital and term loans, Methods of Assessment of Loans, Credit Management, Credit Monitoring
	Quiz	
	Feedback	
	Self Paced Learning	
	Assessment	

<div> <div>Module 6 :</div> <div>Banking Others- Forex, payment systems etc</div> </div>	Type	Details
	MasterClass	Forex Services in Banking, Payment Systems in India, Online Banking, Cash Management Services, Safe Deposit Lockers, Merchant Banking, Government Business
	Quiz	
	Feedback	
	Self Paced Learning	
	Assessment	

<div> Module 7 :  <b>Direct Equity</b> </div>	Type	Details
	MasterClass	Primary Markets, Secondary Markets, Structure and Participants of Stock Markets, Trade Cycle, Settlement Calendar, Market Indices, Important Equity Market indicators, Equity Analysis
	Quiz	
	Feedback	
	Self Paced Learning	
	Assessment	

<div> Module 8 :  <b>Fixed Income Instruments</b> </div>	Type	Details
	MasterClass	Features of a Debt Instrument, Risks in Debt Instruments, Types of Bonds, Principles of Bond Valuation, Duration & Modified Duration, Debt Markets and Instruments, Developments in Indian Bond Markets
	Quiz	
	Feedback	
	Self Paced Learning	
	Assessment	

<div> Module 9 :  <b>Mutual Funds- Foundation</b> </div>	Type	Details
	MasterClass	MFs- Meaning, MF Vs Direct Equity Investments, MF- Advantages, Types- Open-Ended & Close Ended, Equity & Debt, Direct and Regular Plans, How to Invest in MF, Case let based Role Play ( Open a Call for a MF)
	Quiz	
	Feedback	
	Self Paced Learning	
	Assessment	



Module 10 : Mutual Funds- Advance	Type	Details
	MasterClass	SEBI Classification of MFs, Evaluation of an Equity Fund Scheme, Evaluation of a Debt Fund Scheme, Factsheets, Case let based Role Play (Fund Recommendation MF)
	Quiz	
	Feedback	
	Self Paced Learning	
	Assessment	

Module 11 : Insurance Fundamentals	Type	Details
	MasterClass	The Concept of Risk, Perils and Hazards- Classification of Risks, Risk Assessment, Risk Transfer & Mitigation Methods, The Concept of Insurance, Principle of Probability and Law of Large Numbers, Pooling of Resources-Sharing of Risks, Insurance as Security / Solidarity, Moral Hazard / Morale Hazard, Adverse Selection, Utmost Good Faith, Insurable Interest – Material Facts, Proximate Cause, Indemnity –Valued Policy, Subrogation, Legal Characteristics of Insurance Contract
	Quiz	
	Feedback	
	Self Paced Learning	
	Assessment	

Module 12 : Selling Insurance Products	Type	Details
	MasterClass	Types, Life & General Insurance (Motor, Health, Mediclaim, Travel) Products, Case let based Role Play (Pitching of Insurance Products)
	Quiz	
	Feedback	
	Self Paced Learning	
	Assessment	

Module 13 : Derivative Markets, Products & Alternate Investments	Type	Details
	MasterClass	Introduction to Derivatives, Forwards & Futures, Options Terminology, ITM, ATM and OTM Options, Pay-off: Call and Put Options, Hedging and Speculation with derivatives, Derivative Markets in India, Alternate Investments : Commodities trading, PMS, RIETS, AIFs etc.
	Quiz	
	Feedback	
	Self Paced Learning	
	Assessment	

Module 14 : Financial Planning & Portfolio Management	Type	Details
	MasterClass	Risk, Return and Asset Allocation, Planning for financial Goals
	Quiz	
	Feedback	
	Self Paced Learning	
	Assessment	

Module 15 : Ethics & Compliance	Type	Details
	MasterClass	Ethics in BFSI, Difference between a mistake & a fraud, Examples of Miss-selling in BFSI , Money Laundering, Obligations under PMLA, Obligations under International Agreements- FATF, FATCA & CRS, Activity: Identifying client risk
	Quiz	
	Feedback	
	Self Paced Learning	
	Assessment	
	Final Assessment	

# Build your core skills & become job-ready

Soft Skills Training	Topics	Sub-topics
	Resume Building	<ul style="list-style-type: none"><li>● Exploring Resume Formats</li><li>● Matching personal info with job requirements</li><li>● Including industry-specific information</li></ul>
	LinkedIn Boost	<ul style="list-style-type: none"><li>● Professional LinkedIn Profile</li><li>● LinkedIn format such as Profile &amp; Cover Photo, Headlines, Profile Summary, etc</li></ul>
	Interview Prep+ Interview Prep Review	<ul style="list-style-type: none"><li>● Building Self Introduction</li><li>● Mapping skills to the prospective job profile</li><li>● Tips and Techniques of cracking an Interview</li><li>● HR Based Interview Questions</li></ul>
	Resume Review	<ul style="list-style-type: none"><li>● Review on Resume with feedbacks wherever required</li></ul>
	Job Application	<ul style="list-style-type: none"><li>● Dos and Dont's of Email Writing</li><li>● Applying through LinkedIn and Naukri</li><li>● Connecting with HR through LinkedIn</li></ul>
	Google Workspace	<ul style="list-style-type: none"><li>● Exploring Basic &amp; Advance features of Gmail</li></ul>



# What can I become?



Assistant Manager



Video Banking Service Manager



Relationship Manager



Bank Officer



RL Operations



Relationship Executive



Relationship Officer

## Our Hiring Partner Companies



and many more...



# Meet Your Faculty



## Mrs. Ruhi Mahajan

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Ruhi has **18+ years of experience** in the **Banking and Financial Services Domain**. She has a Dual MBA specialization in HR & Marketing. She has acquired **various certifications** such as JAIIB securing **PAN India 2nd Rank**), **CAIIB**, and **Certified Bank Trainer** - a certificate in commercial credit (By Moody's), **NISM-Series-X-A: Investment Adviser (Level 1)** & **NISM Series-X-B: Investment Adviser (Level 2)**, besides many other certifications.

## Companies Ruhi has worked in



## Our Trainer



## Myron D'Souza

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(Soft Skills Trainer)

Experienced Soft Skills and corporate Readiness Trainer. With a background as a seasoned Learning Analyst, he has directly mentored and trained more than 50 aspiring professionals.



# Here's what our Aspirants have to say about this program



## **Sumant Gowda**

Assistant Manager: Gold Loan Officer At  
Kotak Mahindra Bank

"I'm glad I enrolled in this program. I finally got placed at Kotak Mahindra Bank."



## **Bhagyashree Pawar**

Assistant Manager: Gold Loan Officer At  
Kotak Mahindra Bank

"All the sessions were super helpful. The trainer taught us using real-life experiences."



## **Ajay Naik**

Relationship Manager At  
Motilal Oswal

"Some really great trainers with vast experience in the BFSI field!"



## **Prateeksha Malli**

Digital Relationship Manager At  
HDFC Bank

Expertrons was amazing, the trainers transformed my life."

# Program Highlights



## Curriculum backed by India's Leading Companies

The curriculum of this program is developed by India's Leading Companies & Expertrons for you to make an ideal entry in the BFSI field.



## Best-in-Class Training

The trainers of this program have an experience of 10+ years in the Banking & Financial Services field to make you Industry-Ready



## Renowned & Widely-Accepted Certification

Learn from Top Trainers & get an Industry Recognised Certification



## 100% Placement Assistance

The best part of the program is that you not only get the Best-in-Class Training, but you also get 100% Placement Assistance + Guaranteed Interview Lineups with our Hiring Partners.

According to ET Times, Freshers saw the **3rd highest growth** in the **BFSI domain**.

## Program Eligibility



Graduates & Final Year  
Pursuing Candidates



Candidates with upto  
30 yrs age



0-3 yrs work  
experience

## Program Fees

**₹55,000** + 18% GST (EMI Options Available)



Earn these **Industry Recognised Certifications** that will help you **get placed** in **India's Leading Companies!**



**NISM** राष्ट्रीय प्रतिभूति बाजार संस्थान  
National Institute of Securities Markets  
An Educational Initiative of SEBI

We help you in **enhancing** the quality of sales, distribution, and related support services in the **Mutual Fund industry**. Become equipped with the ins and outs of Mutual Funds to help you crack the **NISM-Series-V-A Mutual Fund Distributors Certification Examination**.

# Introducing Certification in **Banking & Financial Services (BFSI)** with **E&ICT NIT Patna**



## How will this Certification from NIT Patna help you be among the top?

- ✓ Distinguish your career from the crowd by earning **NIT-backed Training**.
- ✓ **Industry-Recognised Certificate** to help you get placed in Top Companies.
- ✓ 5x Better **Training**. 5x Better **Knowledge**.
- ✓ Earn a **higher than Industry-Average Salary**.





# #MakingIndiaEmployable

Take the definitive step towards your career



NIT Patna Backed  
Certification



Post Graduate  
Certification

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## Find Us

