

NIIT is a leading Global Talent Development Corporation, building skilled manpower pool for global industry requirements. The company which was set up in 1981, to help the nascent IT industry overcome its human resource challenges, has today grown to be amongst world's leading talent development companies offering learning solutions to Individuals, Enterprises and Institutions across 40 countries.

NIIT has three main lines of business across the globe-Corporate Learning Group, Skills and Careers Group, and the School Learning Group.

**NIIT's Corporate Learning Group (CLG)** has established NIIT as a leading Corporate Training company which offers Managed Training Services (MTS) to market-leading organizations in North America, Europe, Asia, and Oceania. The comprehensive suite of Managed Training Services includes custom Curriculum Design and Content Development, Learning Administration, Learning Delivery, Strategic Sourcing, Learning Technology and Advisory Services.

**NIIT's Career Education Business (CEB)** delivers a diverse range of learning and talent development programs to millions of individuals and corporate learners in areas including Banking, Finance & Insurance, Soft Skills, Business Analytics, Retail Sales Enablement, Management Education, Vocational Skills, Digital Media Marketing and new-age IT. These programs are delivered through a hybrid combination of the 'Cloud Campus' online platform, satellite-based 'Synchronous Learning Technology', and a physical network of hundreds of learning centers around the globe.

To further strengthen its SCG portfolio in India, NIIT has tied up with industry majors like ICICI Bank for NIIT **Institute of Finance Banking & Insurance, IFBI**; leading business schools in India for NIIT Imperia; Genpact for NIIT Uniqua; and a joint venture with NSDC for NIIT Yuva Jyoti. Besides this, for the China market, NIIT has tied up with governments and software parks in Chongqing, Wuxi, Suzhou, Changzhou, Zhangjiagang, Haikou and Dafeng, for state-of-the-art public-private partnership centres.

**NIIT's School Learning Group (SLG)** provides technology based learning to over 15,000 government and private schools in India, Bhutan, South Africa and the Middle East. The futuristic NIIT nGuru range of learning solutions for schools comprises Interactive Classrooms with digital content, technology-driven Math Lab, IT Wizard programs and Quick School-an Education Resource Planning software.

Ushering in a new model in higher education is the not-for-profit NIIT University, established in 2009 with a vision of being the leading center of innovation and learning in emerging areas of the Knowledge Society. Nestled in the foothills of the Aravalis, in Neemrana, Rajasthan, the picturesque 100 acres fully residential green campus has been developed as an institute of excellence based on the four core principles of providing industry linked, technology based, research driven, seamless education. NIIT University received "Best University in use of Technology in Teaching-Learning Practices" award at the National Education Excellence Awards 2013 by leading industry body ASSOCHAM, (Associated Chambers of Commerce and Industry of India) and the greenest and the most environment-friendly campus award by India Today, 2011.

#### **Awards & Acknowledgement**

- NIIT has been featured as 'India's Most Trusted Education Brand, 2016' by Brand Trust Report for the fourth consecutive year
- NIIT has been awarded the 'Best Innovation Brand' in the Education sector at the ASSOCHAM National Brand Summit & Excellence Awards 2016
- NIIT has been featured as the 'Most Respected Education Company, 2016' by Business World
- NIIT USA has been ranked among Training Industry.com's 2016 Top 20 Companies in Content Development - for the sixth consecutive year.
- NIIT USA has been ranked among TrainingIndustry.com's 2016 Top 20 Companies in Training Outsourcing - for the ninth consecutive year.
- NIIT ranks among 50 Best E-Learning Companies of India at the Global LearnTech Congress & Awards 2014.
- NIIT won the coveted Best Vocational Institute for Banking, Finance & Insurance award for NIIT Institute of Finance Banking & Insurance Training Ltd (IFBI).
- NIIT IFBI awarded for the "Best Training School in Banking and Financial Services Courses" by Education Excellence Awards.



## IFBI OVERVIEW

### About IFBI

IFBI has been a **pioneer** in the BFSI education and training space in India **since 2006** and has blazed a trail of success with students and corporates.

Established by **Global Talent Development Company NIIT in association with ICICI BANK**, IFBI reflects the strengths of both these parents.

### IFBI Today

IFBI works with multiple partners – for placement and for corporate solutions and also offers programs for a variety of student segments – whether it is graduates seeking banking careers or banking professionals looking to upgrade their knowledge. IFBI offers an unbeatable combination for the student and the industry.

IFBI's offerings are designed in the context of modern-day Banking, Insurance and Financial Services by developing competencies in 4 dimensions - domain, technology, application and customer-service.

### IFBI's Career Programs

IFBI also offers individual education to career-seeking students through 200+ NIIT education centres all over India, has delivered over 50,000 industry-ready professionals as placements to the BFSI sector since 2006. IFBI has placed students in almost all leading banks of India including ICICI Bank, Axis Bank, HDFC Bank, IndusInd Bank, ING Vysya Bank, Karur Vysya Bank, City Union Bank, Kotak Mahindra Bank and many more.

IFBI students get inducted in various functional roles like branch banking, customer acquisitions (sales), front-office operations, back-office operations, wealth management, customer service, relationship management, phone-banking etc.

### IFBI's Corporate Solutions

IFBI is strongly positioned as the preferred training partner for the BFSI (Banking, Financial Services and Insurance) sector. IFBI has already partnered with a number of leading banks and provided customized hiring and training solutions including ICICI Bank, Axis Bank, ICICI Prudential and Karur Vysya Bank.

In the PSU space - IFBI has also delivered training for Bank of Baroda, Allahabad Bank, Corporation Bank, Canara Bank, UCO Bank, Indian Overseas Bank, Vijaya Bank, Union Bank of India, United Bank of India, OBC etc.

IFBI has also delivered globally-oriented BFSI domain training programs to HSBC Bank, Genpact, Deutsche Bank, Barclays Bank, BNP Paribas and RBS.

IFBI offers standard as well as customized programs targeted at Banks, Insurance companies, Financial Services organizations and IT/ITES organizations aimed at skill up gradation of the employees.

Given its expertise in content development and national reach in terms of training locations, coupled with experienced faculty, IFBI is uniquely positioned to address the needs of the BFSI sector spanning multiple locations and different categories of professionals.

**IFBI FLAGSHIP PROGRAM**

NIIT IFBI offers comprehensive program to candidates seeking a career in ICICI Bank.

**Post Graduate program in Relationship Management (PGPRM)**

	PGPRM
<b>Program Name</b>	Post Graduate Program in Relationship Management
<b>Program Highlight</b>	Single Organization Focused Program-ICICI Bank
<b>Duration</b>	1 Month online Training (168 hours)
<b>Placement</b>	ICICI Bank
<b>Role</b>	Relationship Manager
<b>Salary</b>	INR 2.45-3.11 LPA
<b>Fee</b>	42K + Applicable Taxes (Loan facility Available )

**About the Program**

PGPRM is a 1-month program with 21 days of full time class work. The program is unique in both its content as well as its methodology.

**Eligibility Criteria -**

- Age: Less than 26 years
- >=50% in Class 10<sup>th</sup> & 12<sup>th</sup> & Graduation
- Max 1 Year gap between 10<sup>th</sup> till Graduation)
- 10<sup>th</sup> +12<sup>th</sup> + Graduation in Regular Mode of Education only. No correspondence & distance learning allowed.
- Candidates where Parent/Sibling/Spouse working with ICICI group are not eligible for program.
- Candidates with prior work experience with ICICI Group or any of its subsidiaries – on roll/off roll are not eligible for program.

**Placement Facility**

**Selected candidates, who are shortlisted for admission, are granted admission with placement opportunity (subject to fulfillment of specific academic and non-academic criteria).** Additional terms and conditions as specified by ICICI Bank, shall apply.

**Program Objectives**

- A broad holistic understanding of the Banking industry
- Detailed knowledge about generic banking products
- Master the skills and attitude for succeeding in the banking workplace
- Hands-on knowledge of Finacle software
- Detailed understanding of the specific products, processes and policies of ICICI Bank
- Tools and techniques for searching and analyzing information
- Detailed knowledge about the banking regulations
- English language and business communication skills
- Skills and techniques for selling banking and financial products
- Art of managing customer relationships
- Prepare for and clear NISM Series V-A Certification

**Selection Process:** The selection to the program is through 4 level of evaluation.

- Profiler – It is psychometric test to check your proficiency
  - Mode : Online
  - Duration : 25 Min
  - Number of questions : 15-25 questions
- Written English Evaluation – You will be given a topic and you will have to write an essay
  - Mode : Offline
  - Duration : 15-20 Min
  - Word Limit : 150-250 words
- Interview – This is a online interview to check you on basic fitment in a bank and domain knowledge
  - Mode : Online
  - Duration : 10-15 Min
- ICET (Aptitude test) – it has 4 sections

ICET Section	Question Section wise	Time(Min)
NC-Numeric Comprehension	25	20
VC-Verbal Comprehension	30	15
SC-Series Completion	30	15
BC-Basic Checkup	50	5
<b>Total</b>	<b>135</b>	<b>55</b>

- Duration 55 Min
- **Result declaration will be done by NIIT basis assessment (combined weightage) of all screening level.**

**Become a  
Relationship  
Manager with  
ICICI Bank  
in less than  
30 Days**



NIIT introduces the Post Graduate Program in Relationship Management (Banking) for graduates with 100% placement assurance. Enrol now for a successful career as Relationship Manager with ICICI Bank Ltd., India's leading private sector bank.

### The NIIT IFBI Advantage



**25,000+**  
learners placed  
in ICICI Bank



Open for  
**Freshers**



Fixed Salary up to  
**INR 2.85 Lakhs**



**LIVE** classes by  
industry-experienced faculty.  
**Trusted brand** since  
the **past 14 years**

### Eligibility



**Education Qualification**  
50% or more aggregate score in X, XII and  
Graduation (regular)



**Age Criteria**  
Applicant should be between 19-25 years of  
age at the time of admission.



**Work Experience**  
Open for freshers. Applicants with less than  
2 years of work experience can also apply.

**The Indian banking industry is expected to become the third largest banking sector in the world by 2025\*.**