

EMTA BFSI

Training Program

Prepping BFSI Professionals Since 2020

Banking

Financial

Services

Insurance

Fee Starting From:
₹10,000/-
(Incl. GST)

- Rapid Training Courses
- 100% Placement Assistance
- Unlimited Job Interview opportunities
- **100 % course fees refund if not placed ***



*T&C apply

Central India's Leading BFSI training
And Placement Academy



Founders Message-

Welcome Aspirant,

At EMTA, we extend a warm greeting to you as you embark on a transformative journey in the dynamic world of Banking, Financial Services, and Insurance (BFSI). We firmly believe that learners are the architects of their success, and our commitment is to empower you with the knowledge and skills needed to thrive in this ever-evolving industry.

The BFSI sector in India is experiencing remarkable growth, presenting abundant opportunities for those seeking a promising career. However, we understand that the path to success may be paved with challenges, such as the need for specialized domain knowledge and training. Whether you are a recent graduate or a professional aiming to enhance your skills, EMTA is here to bridge that gap and pave the way for your success.

Our tailored programs are crafted in collaboration with BFSI industry experts, ensuring that you receive relevant and up-to-date knowledge. Our goal is not just to help you secure a job in BFSI but to lay the foundation for a fulfilling and prosperous career. We are dedicated to supporting you at every step, from initial learning to continuous growth and advancement in the BFSI sector.

Wishing you a fulfilling and enriching learning experience!

Best Regards,

Niki Bose & Abhijeet Raghuwanshi

MD

Team EMTA



Job Opportunities in the BFSI Sector

Growth Launchpads

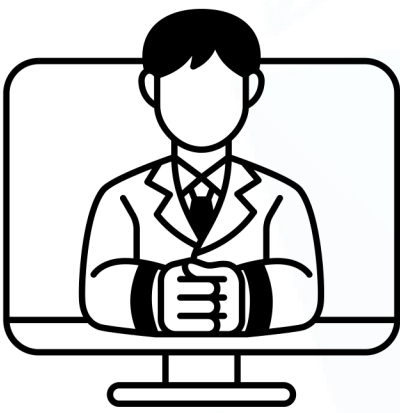
The BFSI domain serves as a vital gauge for the economic pulse of India and stands as one of the nation's most substantial, resilient, and rapidly expanding sectors. It holds a pervasive influence, reaching individuals across various life phases with significant impacts.

BFSI sector in India is valued at Rs. 81 trillion and is likely to become fifth largest in the world by the year 2020 and third largest by the year 2025.



Banking

Over the past decades, the number of branches of all scheduled commercial banks has witnessed a substantial increase, from 8,321 in 1969 to 162,904 in 2023. With the Job Demand of Over 16 Plus Lakh in FY 2023-24.



Financial Services

The anticipated revenue in the finance market FY 22-23 is projected to be Rs. 686.66 crore. Forecasts indicate growth of Rs. 1,436.23 crore by the year 2027. The sector is expected to employ 1.91 lakh workforce by the end of financial year 2022-23.



Insurance

Being the largest employer in the BFSI industry with 56 % total workforce. It is estimated that insurance would employ approximately over 43.20 lakh individuals by the end of financial year 2023-24.

The BFSI sector has grown at a CAGR of 7.74 per cent from 2012 to 2020. The future workforce requirement in BFSI sector is estimated assuming three possible scenarios as explained below.

- Same Growth Rate: The sector is assumed to continue to grow at same rate of 7.74 per cent
- Lower Growth Rate: The sector is assumed to grow at a lower rate of 7.24 per cent
- Higher Growth Rate: The sector is assumed to grow at a higher rate of 8.24 per cent

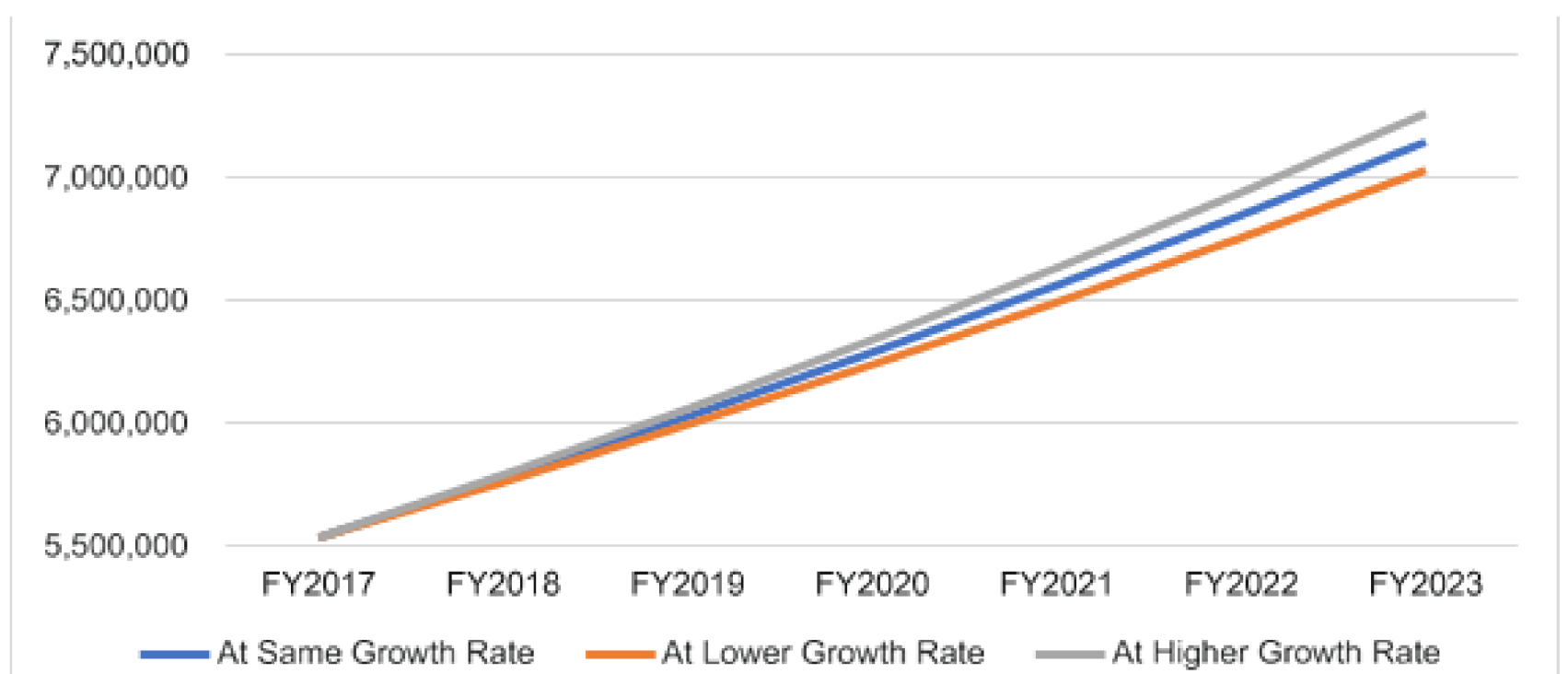
Job Opportunities in the BFSI Sector

Growth Launchpads

Expected Workforce (2020-2024) Employed in BFSI Sector (in lakhs)

Year	2018	2019	2020	2021	2022	2023	2024
Growth Rate at 7.74 per cent	55.32	57.73	60.24	62.86	65.6	68.45	71.43
Growth Rate at 7.24 per cent	55.32	57.57	59.92	62.36	64.89	67.54	70.29
Growth Rate at 8.24 per cent	55.32	57.88	60.57	63.37	66.31	69.38	72.6

Workforce Requirement in BFSI Sector



Following are areas in which large manpower requirement exists in BFSI sector

- Corporate banking
- Retail banking
- Investment banking
- Credit Cards
- Stock - Broking
- Payment Gateways
- Mutual Funds
- Life and General Insurance
- Microfinancing
- Fintech Lending Companies

Job Opportunities in the BFSI Sector Growth Launchpads



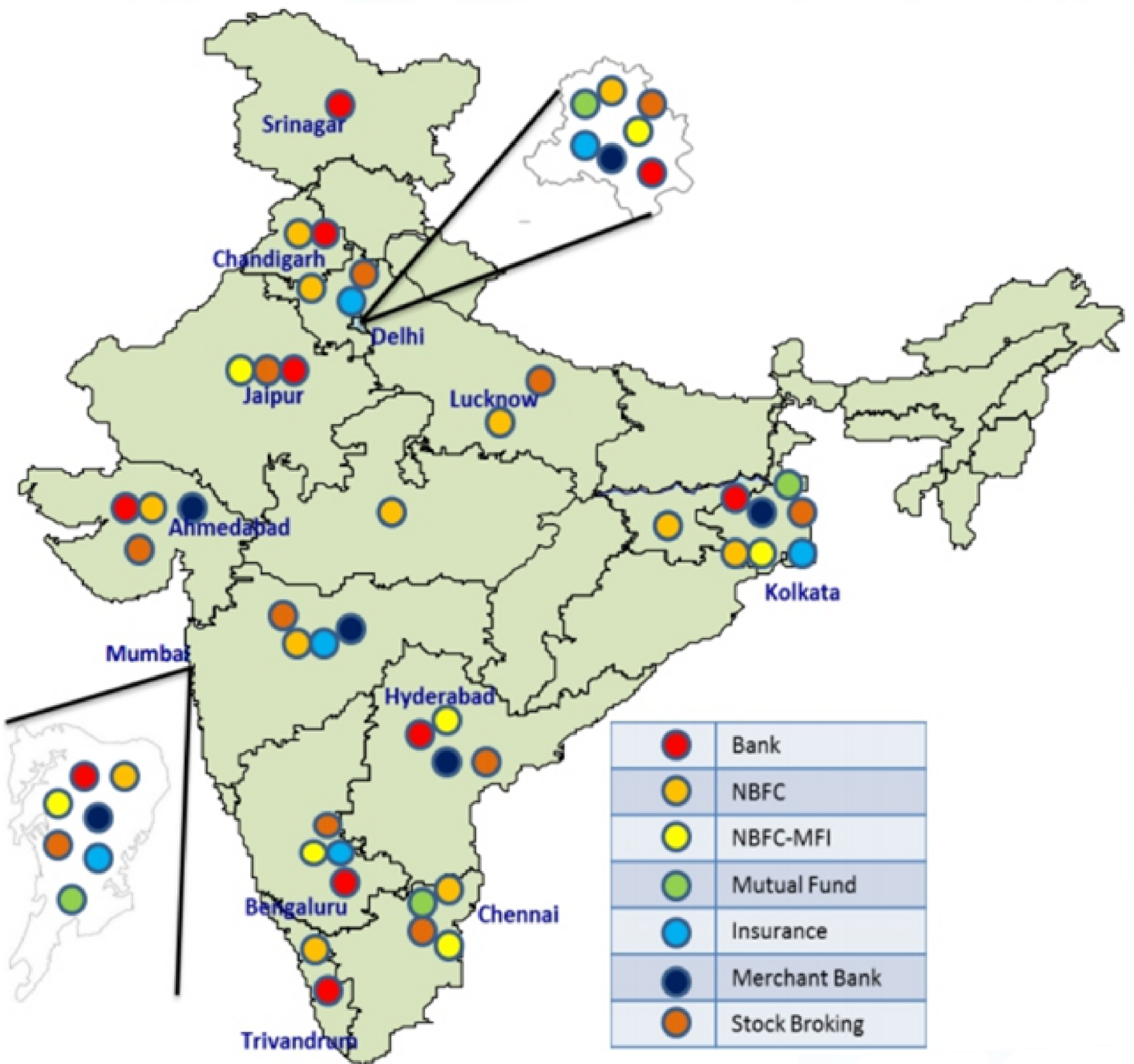
Banking



Financial Services



Insurance



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Job Opportunities in the BFSI Sector Growth Launchpads



Banking



Financial Services



Insurance

Projected manpower demand for some of the entry-level job roles in the BFSI sector

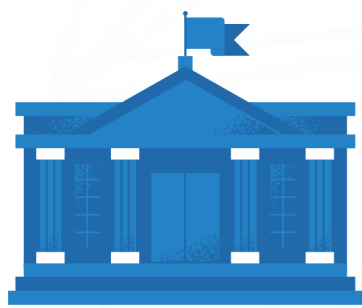
BFSI Job Roles In Demand	2022-23	2023-24	2024-25
Business Correspondent /Facilitator	50,000	55,000	60,000
Debt Recovery Agent	15,000	20,000	20,000
Credit Processing Associate	18,000	20,000	22,000
Microfinance Executive	50,000	55,000	60,000
Insurance Agent	25,000	30,000	35,000
Mutual fund Agent	15,000	20,000	25,000
Accounts Executive/Assistant	25,000	30,000	35,000
TOTAL	1,98,000	2,30,000	2,57,000

Skills Required for Career Advancement



Proficiency in specific expertise, operational expertise, and ethical conduct are anticipated, yet analytical prowess, numerical proficiency, and adaptability to learning are also pivotal for advancing in one's career.

Sector Knowledge



In Depth knowledge of BFSI Sector



Knowledge of modern banking tech into career development



Knowledge of Financial Analysis and Accounting Skills

Other Must Have Skills



Sales and Marketing Skills



Analytical and Problem-Solving Skills



Continuous Learning



Ethical Conduct



Customer Relationship Management



Understanding of Monetary Policy

Career Progression through EMTA Banking Training Program

The common career progression for a new entrant in the BFSI (Banking, Financial Services, and Insurance) sector often starts with a frontline position involving customer interactions and service operations. Subsequently, based on factors such as aptitude, performance, tenure, and a commitment to continuous learning and skill enhancement, individuals advance to roles with increased accountability. Upon successful participation in the EMTA BFSI Training Programme (EMTA BTP), individuals can explore diverse employment prospects across various functions within the BFSI domain.

Employment Opportunities Available to Candidates Post-Course Completion

In Operation Department



Cashier



Front Desk Officer



Loan Disbursement officer



Credit Officer



Account Opening Officer



Clearing Officer



Certified Public Accountant - CPA



Insurance Documents Processing Officer



Anti Money-Laundering Executive

Employment Opportunities Available to Candidates Post-Course Completion



In Sales Department



CASA Sales officer



CASA Relationship Manager



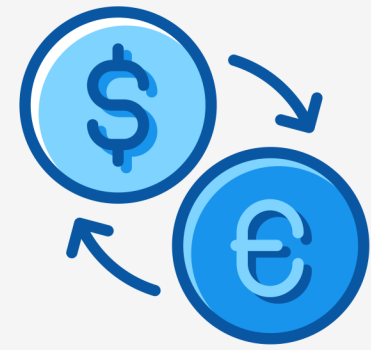
Loan Sales officer



Insurance Sales Officer



Bancassurance Sales officer



Forex Executive



Credit Card Sales



POS Machine Sales Officer



Salary Account Executive

In Customer Service Department



Voice Support Executive



Chat Support Executive

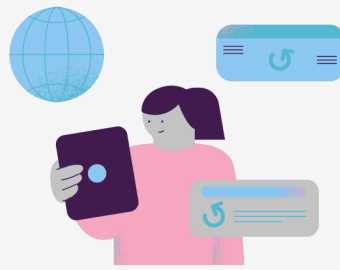
Why to choose EMTA Banking Training Program ?



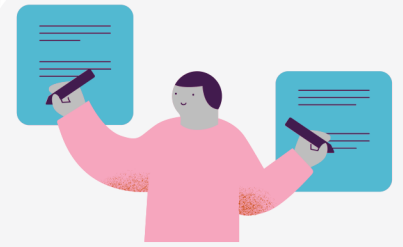
Most Practical Industry Relevant Curriculum



Curriculum made with daily life practical examples



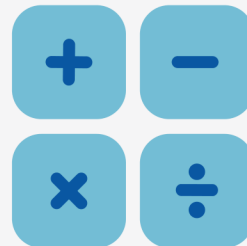
Weekly Updated Course



Chosen profile related curriculum



Practicle Exposure with Branch visits



Real Time Calculation training for Better sales performance



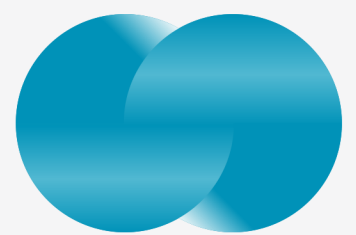
BFSI Hierarchy and Working Culture related training



Training by Industry Experts



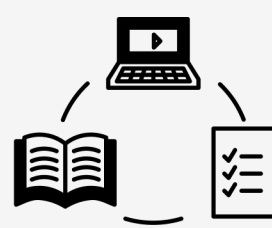
Lectures with active BFSI working professionals



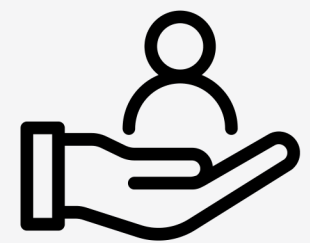
Unlimited Interview Opportunities



Superfast Course with Industry Best Fees Structure



Online/offline Batches with Study Material Facility



Placement and Lifetime Career Support

EMTA Banking Training Program Curriculum

Our curriculum, developed in collaboration with industry experts and corporate partners, seamlessly integrates domain knowledge, operational training, and soft skills coaching to empower learners, ensuring they are confident and prepared for employment.

➤ **Minding Money**

- Evaluation of Banking and Money,
- RBI and its Functioning and Others.

➤ **Right Selling and Relationship Building**

- Understanding Sales and importance of selling right
- How to start sales
- Correct way of sales
- Importance of Relationship Building etc

➤ **World of Customer Service**

- Why customer service is so important?
- How does Customer service and make or break any business, Complaint handling

➤ **Banking and its Operations**

- Different types of Accounts
- Difference - CASA/FDRD, KYC, Account Operations and Services

➤ **Wealth and Finance Management**

- Need for Professional Wealth managers
- Products for wealth customers
- Portfolio Management

➤ **International Currency Exchange Solutions**

- Competitive Exchange Rates
- Currency Conversion
- Expert Guidance and Support



EMTA Banking Training Program Curriculum

➤ Acts and Rules of Banking

- Rights of Banker, Banker's Obligations
- Consumer Protection Act 1986(Provisions Related to Banking)

➤ Understanding the Usage of Computers in Banking

- Importance of data in Banking
- Calculations in DBMS
- CRM Softwares and its usages etc

➤ Essential Workplace Skills Training: Elevate Your Professionalism

- Workplace Conduct
- Optimism and Active Listening
- Taking Responsibility and Proactivity
- Interviewing Techniques and Crafting Compelling Resumes

➤ Guest Lecture by BFSI industry Professional

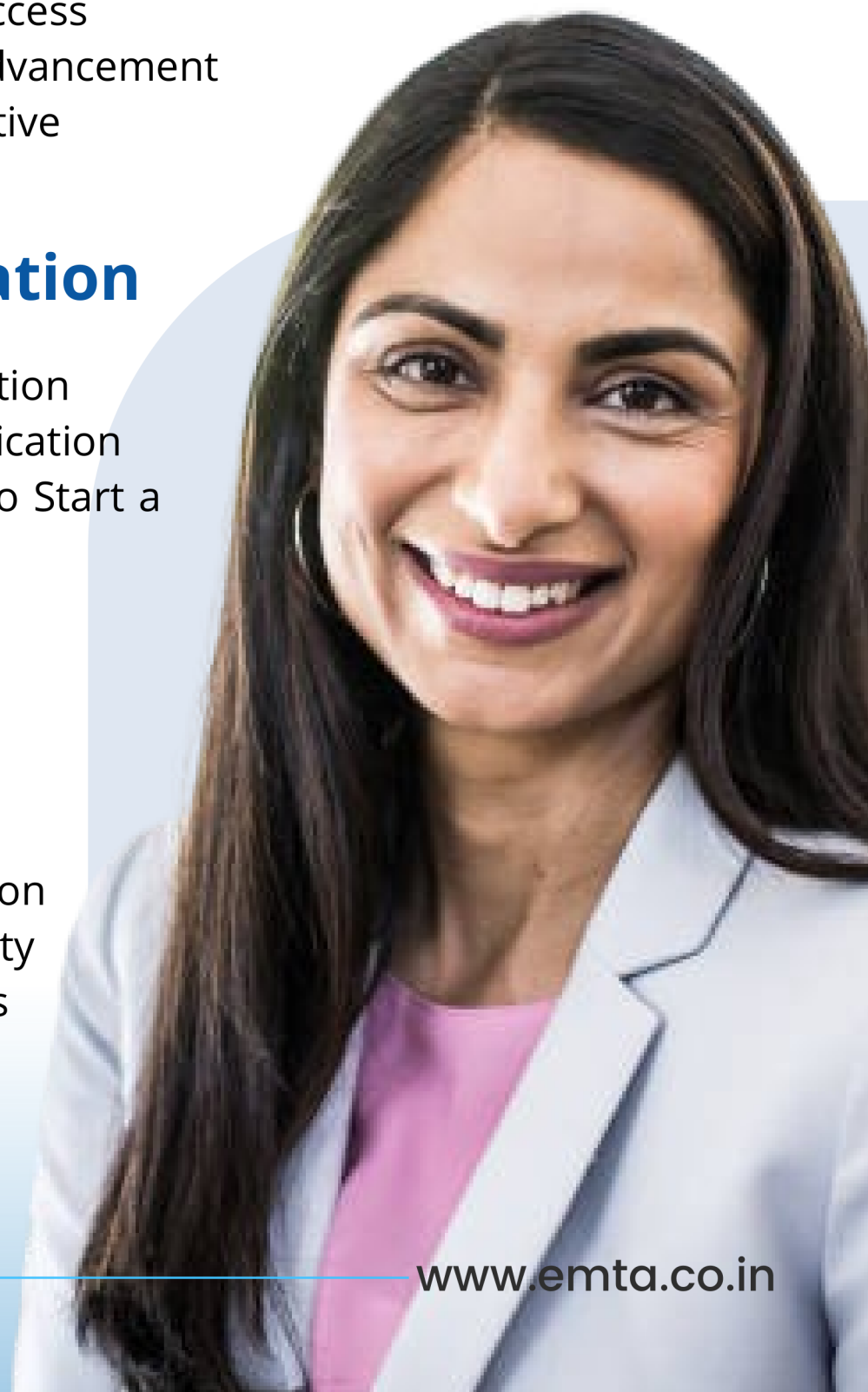
- Insights into Evolving Trends
- Practical Strategies for Success
- Networking and Career Advancement
- Industry Insider's Perspective

➤ Art of Communication

- Importance of Communication
- Fundamentals of Communication
- Styles, Methods and Tips to Start a Conversation

➤ Mock Interview Practice

- Practical Interview Simulation
- Skill Refinement Opportunity
- Confidence Building Exercis



Eligibility and Selection Roadmap



Qualification Criteria: Educational qualification requirement varies from course to course, as mentioned below

S.no.	Training Module Name	Educational Qualification Required	Age Bracket	Who can Apply? Fresher/ Experienced
1	Sales/ Collection Officer Training Program	12th for Collection and Graduation for Sales Profile	18-30 years	Both
2	Relationship Manager (For PG Candidates)	Post Graduation	20-28 years	Both
3	Complete Banking Training Program (Operation Preferably)	Graduation	20-28 years	Both

- Freshers or individuals with work experience aspiring for a career in the BFSI sector.
- Candidates in the final year of their graduation/post-graduation awaiting results are eligible. However, the original final year mark sheet and degree certificate must be submitted upon joining the academy.
- Proficiency in English and regional languages is required.

Eligibility and Selection Roadmap



If found in any of the below-mentioned conditions the Candidature will be cancelled with immediate effect.

- Failure to meet eligibility criteria, submission of incorrect/false information, or suppression of material facts at any stage, even after admission/appointment, will result in the cancellation of candidature, leading to termination of admission/services.
- In the case of prior employment with a Financial Institution (FI), if the candidate is deemed ineligible for rehiring based on the FI's rehire policy, the application will be canceled in adherence to the policy.
- The FI's decision on the candidate's eligibility, stages of eligibility scrutiny, required documents for examination, interview, selection, and all other recruitment-related matters will be conclusive. The FI will not entertain any correspondence or personal inquiries in this regard.



Documents Required for Registration Formalities

- Aadhar card
- Pan Card or acknowledgment receipt of PAN card application
- Driving license(For Sales and Collection Jobs)
- For DOB Verification - 10th Marksheet

Other mandate documents:

- Passport Size photograph (4)
- 1 latest Soft Copy of the Candidate's photo
- Email Id
- Mobile Number
- Family Members Name and Contact Details Mother/Father/Guardian
- Present and Permanent Address.
- Two reference contact names, addresses, and Mobile Numbers
- LinkedIn ID of the candidate
- Resume copy
- Working experience certificate (if any) or relieving letter
- Three months salary slip of Last Job(If applicable)
- 6 months bank statement reflecting salary
- Self-Declaration of the submission of original documents and not being involved in any criminal activity
- Submission of a "self-declaration" medical fitness form is mandatory
- EMTA Agreement of Fees Refund policy

Eligibility and Selection Roadmap



Ineligibility

You would NOT be eligible for this program if-

- You have faced disciplinary proceedings by previous employers.
- You have been proceeded against or convicted under criminal statutes or in a consumer forum.
- Any legal action is pending or proposed to be initiated against you.
- Your age is more than 30 years (Subject to age qualification criteria of different financial institutions).
- You do not meet the rehiring policy criteria of the financial institution (for ex-staff).



Rejection Before Onboarding:

You would NOT be eligible for this program if-

- Shortlisting at any stage during the application or selection process will be done based on the financial institution's criteria.
- If any of your relatives work at the financial institution (FI) according to the relative hiring policy of the FI.
- If your Credit/CIBIL Score is less than 700 and you have defaulted on recent loans (may vary from FI to FI).
- The financial institution will verify the student's educational qualifications and background through an external agency. The details provided by the student are subject to verification.



Disclaimer:

- Before applying, candidates must ensure they meet the eligibility and other norms mentioned.
- Travel costs to and from the Personal Interview location are the responsibility of the applicants.
- The required fee is to be paid to Elite Manpower and Training Academy EMTA HDFC Account and not to any other agency at the time of admission.
- No vendor, agency, or individual is authorized to charge any fee for admission into the program.
- EMTA reserves the right to make any changes to the program/process at their discretion.
- Your picture and profile might be used to display your placement status and testimonials.



Selection Roadmap





Selection Roadmap

Physical Branch Visits

9



10

Special Teaching Content

Personality Enhancement Training Sessions

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12

Mock Interview Preparations

Resume & LinkedIn Profile Updation

13



14

Unlimited Interviews for Agreement period

Assured Job or Full Fees Refund *

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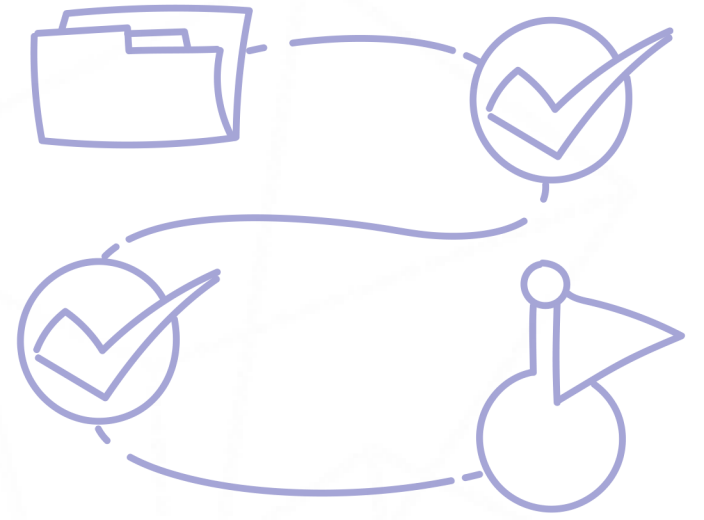


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Salary Starting from 1.5 LPA upto 6 LPA *



Selection Roadmap



Step 1: Application Registration

Initiate the process by completing the online/offline application form either on this platform or at our office.

Step 2: Two-Stage Proctored Assessment

Level 1- Online Test on Google Forms on subjects - Subjects: Banking Awareness, General Studies, Economics of India, Analytical Ability, Numerical Ability, and English Test.

Level 2- Online Assessment conducted via video calling platforms or offline one-to-one interview.

FREE

At this juncture, successful candidates qualify for a complimentary 1-day demonstration of the finalized course.

Step 3: Admission and Enrolment

- Upon selection, after paying their respective fees candidates receive an admission letter upon their agreement to join the META BFSI training program.
- After completing admission formalities, selected candidates are officially enrolled in the training course.

It's time to launch your career to unprecedented heights.

