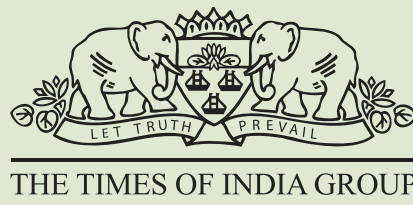



THE TIMES OF INDIA GROUP



TIMES PROFESSIONAL LEARNING

Gr. Floor, Vakratunda Corporate Park, Vishweshwar Nagar, CTS No. 256, Off Aarey Road
Next to Udipi Vihar, Goregaon – East, Mumbai - 400063.

For further details, please visit www.timespro.com/PGDBM or  1800 102 2323 Follow us   

BEST JOBS IN BANKING & FINANCIAL SERVICES



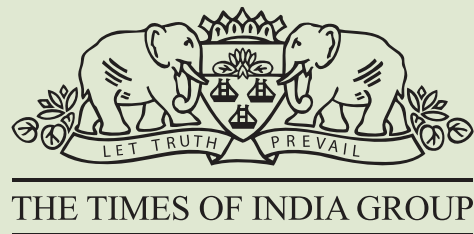

TIMESPRO
GRADUATE TO PROFESSIONAL

PURSUE
POST GRADUATE
DIPLOMA IN
**BANKING &
FINANCIAL SERVICES
MANAGEMENT**

PGDBM XL

BEST JOBS IN BANKING & FINANCIAL SERVICES
ARE AWAITING!

**GET SPOTTED.
GET HIRED.**



A RICH LEGACY SPANNING OVER 175 YEARS

The Times of India Group began its operations in 1838 and is India's oldest and largest media house. The Times of India, is the World's largest-selling English newspaper, with over 5 million copies sold daily. The Economic Times is the World's 2nd largest English business newspaper second only to The Wall Street Journal, with over 800,000 copies sold daily. The Times of India Group is also one of India's most diverse media house with assets across Publishing, Radio, TV, Out of Home (OOH) and Online Media.

Other key brands belonging to the Group include:

- ▶ TV News: Times Now and ET Now
- ▶ TV Entertainment: Zoom, Movies Now and Romyd Now
- ▶ Radio: Radio Mirchi
- ▶ Online Entertainment: Gaana, BoxTV
- ▶ Online Classifieds: MagicBricks and TimesJobs
- ▶ Online Media: India Times; the group also partners with global majors to launch local version of their sites such as Huffington Post India, Gizmodo India, Business Insider India etc.
- ▶ Magazines include Femina, Filmfare magazines and their corresponding events such as Femina Miss India and Filmfare Awards



Nationwide Initiatives to identify India's Future Leaders



One of the Biggest Career Portals



UNDERSTANDING THE SKILL GAP IN INDIA

While the Indian economy has evidently been on a relatively high growth trajectory, the demand for workforce is increasing tenfold. The real issue is not the lack of jobs but lack of employable, skilled talent that can keep pace with the fast-expanding ever-changing industry. However, due to conventional single-dimensional, textbook-heavy style of education, young graduates entering the workforce are not equipped with the life skills they need to qualify as employable. According to NSDC, the growing skills gap in India is estimated to be more than 25 crore working professionals by 2022.

TRANSFORMING EDUCATION & DEVELOPING FUTURE WORKFORCE

TimesPro is an education initiative by The Times of India Group with an aim to revolutionize professional education in India.

Addressing the gap between education and industry employability, TimesPro is focused on being the key catalyst in creating a steady pool of talented and well-trained professionals who would be fit for the sector they aim to work, grow and excel in.

Our customized, industry-specific career programs and a well-established network of leading employers enable students to succeed in the competitive global job market.

The goal is to equip students with the knowledge and specialized skill-set essential for them to transform into principled professionals.



ANISH SRIKRISHNA

Mr. Anish Srikrishna, President
- Times Professional Learning

! ! The industry needs professionals who understand the practical aspect of banking and can grasp the regulatory dynamics of the system. The BFSI industry consistently needs good professionals who understand the banking ecosystem thoroughly and in that respect the PGDBM with its unique course content effortlessly achieves that. The program fully equips students to address this knowledge and expertise gap."

Between 2012 and 2015, NBFCs saw a 53.5% spike in their asset base and their profit zoomed nearly 90%. Their total share of credit off take is expected to grow to anywhere between 18% and 12% by 2020.

Period	Banks (%)	NBFCs* (%)
Sep '13	18.2	18.2
Dec '13	14.5	13.3
Mar '14	14.5	13.3
Jun '14	12.0	12.0
Sep '14	8.5	15.0
Dec '14	9.5	15.9
Mar '15	8.5	15.5
Jun '15	8.4	15.1

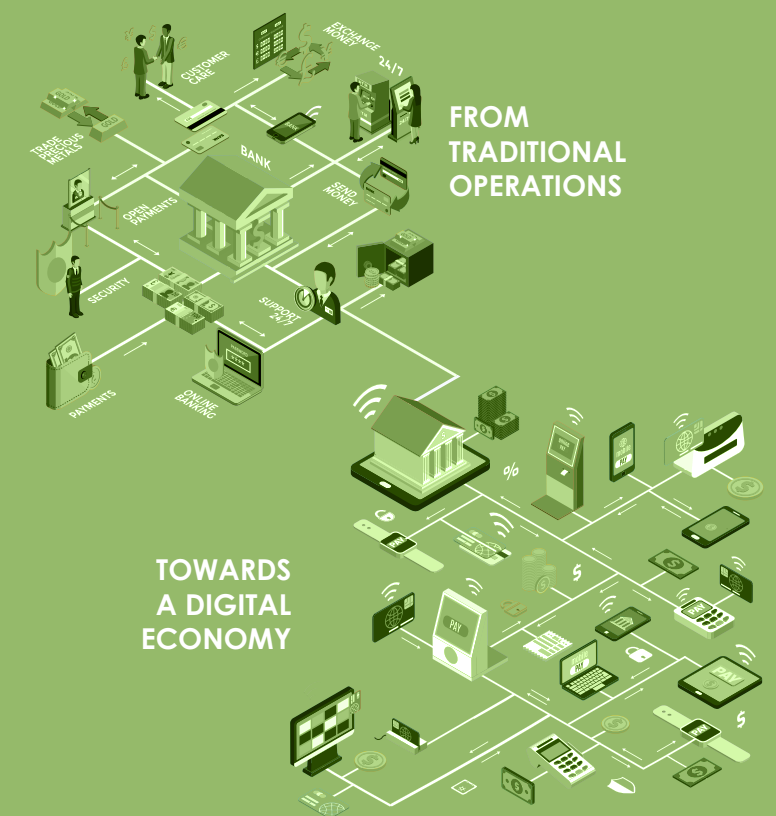
*Systemically important non-deposit taking NBFCs with asset size of ₹100 crore and above



Between 2014 and 2017, the NBFCs share of the total loans in the growing economy has substantially increased from 21% to 44%. ■■■

**THEREFORE, HIRING RIGHT PEOPLE
WITH THE RIGHT SKILL-SETS
IS KEY FOR GROWING FINANCIAL SERVICES,
BANKING & INSURANCE SECTORS.**

Winds of Change
Are Flowing Towards
A Dynamic &
Ever Growing
Future



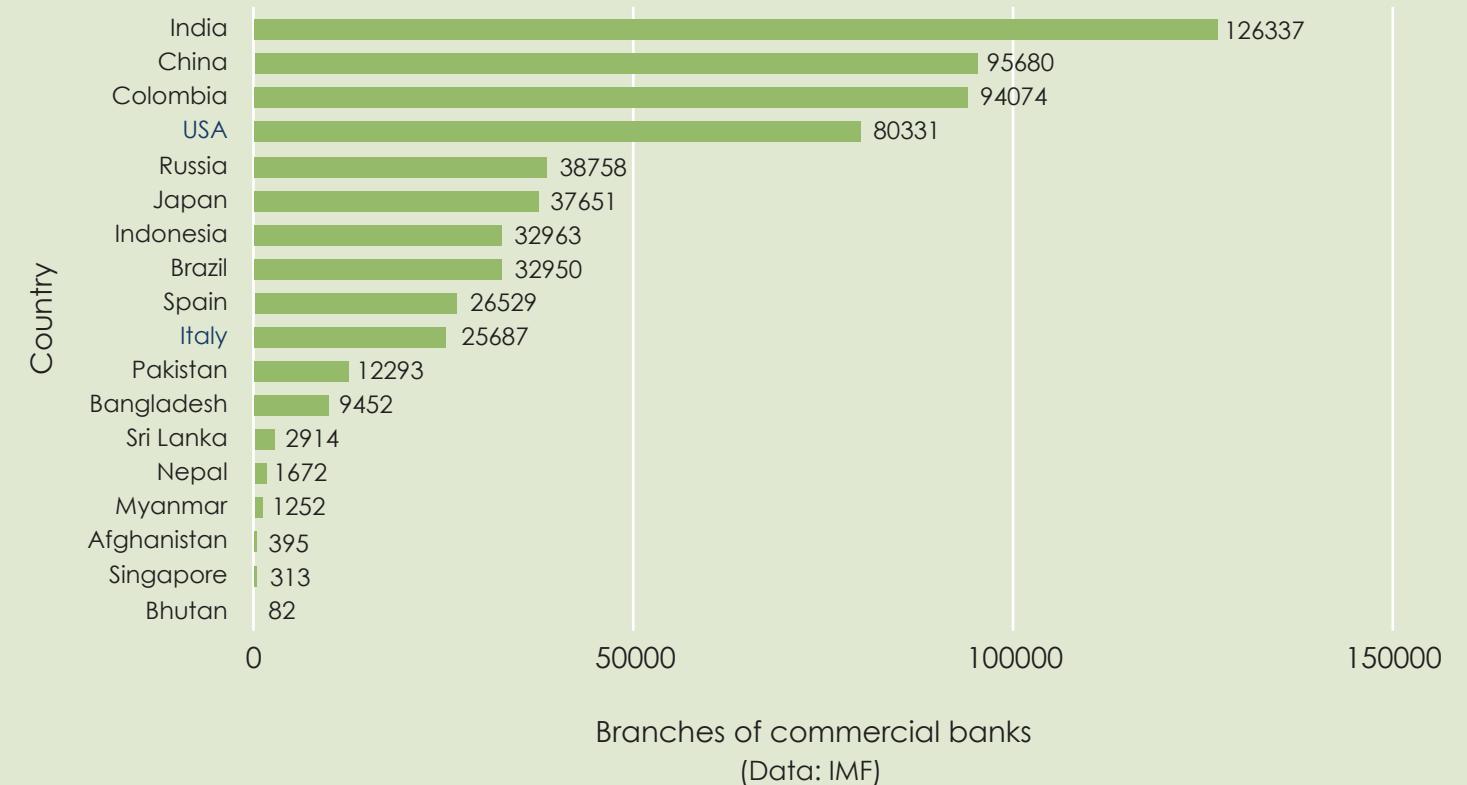


INDIA'S BFSI SECTOR POISED FOR COMPETITIVE GROWTH

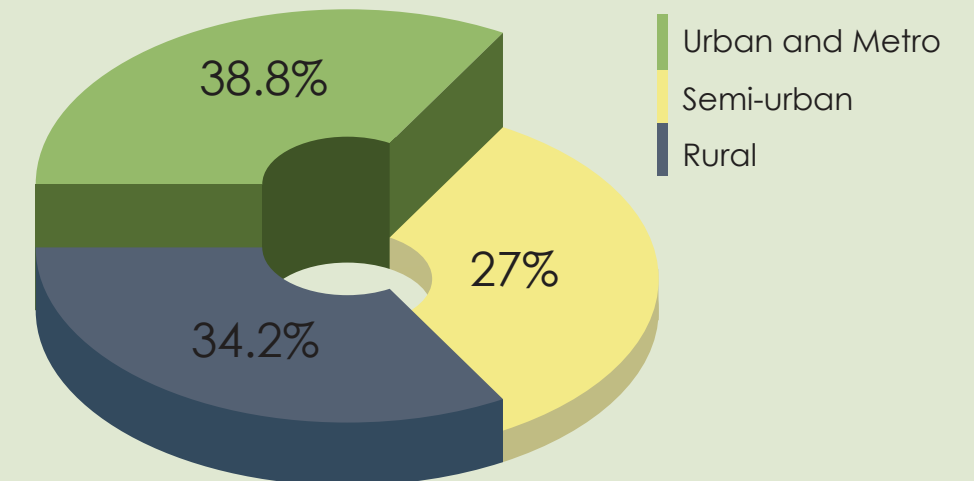
According to joint report prepared by KPMG-Confederation of Indian Industry (CII), India's Banking sector is poised to become fifth largest by 2020.

INDIA HAS THE HIGHEST NUMBER OF BANK BRANCHES IN THE WORLD

Bank branches: A global picture



Region-wise distribution



(Data: RBI, June 2016)

TOP FINANCIAL INSTITUTIONS AND BANKS ARE ON A HIRING SPREE



THE PROJECTED WORKFORCE
REQUIREMENT OF THE BFSI SECTOR
INCLUDING NON BANKING
FINANCIAL COMPANIES
BY THE YEAR 2020:

8.5
MILLION

Why a career in Financial Services & Banking is a solid option for young grads?



Vast Career Options

The entire BFSI sector has a sea of opportunities, roles and environments open for today's graduates & young professionals.

Get benefited from diverse career choices that give you room to explore.



Dynamic Environment & Advancement

The ever-changing & growing nature of Financial Services and Banking sectors create a landscape with multiple opportunities leading to career advancement – making these sectors particularly promising for young, resilient and aspiring individuals with a strong will.



Attractive Remuneration & Career Growth

Great performance and high potential are the two strongest factors in each organization which determine a professional's career progression path.

Thus, hardworking, dedicated and better skilled professionals are much more likely to move up to higher posts in lesser time.

PROGRAM OVERVIEW

TimesPro's PGDBM program is designed to provide a broader and deeper understanding of Financial Services & Banking Sectors from a collective point of view. With the aim to equip students with knowledge, key insights, tools and skills to aiding them successfully transition from theoretical to real-business scenarios.

Scope of work in BFSI:

- COMMERCIAL BANKING
- RETAIL BANKING
- PRODUCT MANAGEMENT
- WEALTH MANAGEMENT
- RELATIONSHIP MANAGEMENT
- CAPITAL MARKETS
- INSURANCE & SECURITIES
- NON-BANKING FINANCIAL COMPANIES



Job Profiles in BFSI:

- RELATIONSHIP MANAGER
- WEALTH MANAGER
- VIRTUAL RELATIONSHIP MANAGER
- CUSTOMER ACQUISITION MANAGER
- CUSTOMER RETENTION MANAGER
- OPERATION EXECUTIVE & MANAGER
- PRODUCT MANAGER
- BUSINESS DEVELOPMENT EXECUTIVE & MANAGER



**A PROGRAM THAT NOT ONLY
PREPARES YOU FOR YOUR FIRST JOB
BUT ALSO FOR YOUR FIRST PROMOTION!**

With PGDBM XL, a student can confidently step out in the BFSI Industry and build a rewarding career.

THE XL PATH TO SUCCESS

PGDBM XL paves your path to visible career growth by being present with you at each of these three stages of your professional life. Pushing you to learn, grow and achieve through systematic skill-building for business and technical expertise. TimesPro ensures that once you start this program, your road-map to achieving hierarchical success post placement is already charted for you.

BEGIN YOUR JOURNEY FROM EXECUTIVE TO LEADER

CUSTOMER ACQUISITION / BACK OFFICE OPERATIONS (0 TO 2 YEARS)

INTRODUCTION TO BANKING RETAIL AND NRI BANKING FINANCIAL PLANNING

LIFE SKILLS:

- 1. Essential Life Skills**
 - Customer Service
 - Business Intelligence
- 2. Productivity Enhancer**
 - Communication Skills
 - Core Banking Software

CERTIFICATES:

1. **NISM**-Series-V-A
2. **NISM**-Series-VI
3. **NISM**-Series-X-A
4. **NISM**-Series-VIII
5. **ET Finpro**

Manager (2 to 5 years)

WEALTH MANAGEMENT TRADE FINANCE CREDIT MANAGEMENT TREASURY MANAGEMENT CREDIT RISK MANAGEMENT

LIFE SKILLS:

- 1. Essential Life Skills**
 - Business Etiquette
- 2. Productivity Enhancer**
 - Improve Productivity with Document Management
 - Improve Productivity with Excel

LEADERSHIP SKILLS:

- Effective Decision Making for Better Manager
- Enhance Team Leadership with Interpersonal Skill

CERTIFICATES:

1. **NISM**-Series-V-C: Mutual Fund Distributors (Level 2) Certification Examination
2. **NISM** Series-X-B: Investment Adviser (Level 2) Certification Examination
3. **IIBF** - Certificate in International Trade Finance
4. **NCFM** - Treasury Management Module
5. **IIBF** - Certified Treasury Dealer Course
6. **IIBF** - Certified Credit Officer Course
7. **NISM** - Certified Credit Research Analyst (CCRA) Level - I

Manager (< 5 years)

ADVANCED WEALTH MANAGEMENT ADVANCED TRADE FINANCE ADVANCED TREASURY MANAGEMENT ADVANCED CREDIT MANAGEMENT PORTFOLIO MANAGEMENT ADVANCED CREDIT RISK MANAGEMENT

LIFE SKILLS:

- 1. Essential Life Skills**
 - Power Dressing
- 2. Productivity Enhancer**
 - Improve Productivity with Project Management
 - Improve Productivity with Presentations

LEADERSHIP SKILLS:

- Innovation, Creativity and Design
- Thinking for Business Leadership
- Improve your network

CERTIFICATES:

1. **NCFM**-Mutual Funds Advanced Module
2. **NCFM**-Investment Analysis and Portfolio Management
3. **NISM**-Series-XV: Research Analyst Certification Examination
4. **NISM**-Certificate in Treasury Management
5. **NISM**-Certified Credit Research Analyst (CCRA) Level-II



UPGRADE FROM OLD SCHOOL METHOD TO NEW AGE LEARNINGS

With NBFCs and Banks gradually moving towards digitization of various services, the BFSI sector is going through a complete overhaul globally. From mobile wallets to banking apps, and modernized transactional systems to Fintech. The industry is changing, and we are making sure of evolving our teachings with the changing times. At TimesPro, we employ an award-winning unique teaching delivery model, immersive environment and world-class faculty. All of which comes together to deliver a learning experience unlike any other.



WORLD-CLASS FACULTY



TEACHING DELIVERY MODEL



IMMERSIVE ENVIRONMENT

Our cutting-edge curriculum has been developed alongside market experts and corporate partners. We believe in dynamic learning based on practice, interaction and industry exposure. Our faculty consists of renowned professors with excellent academic credentials and industry practitioners with real business experience. This ensures that the students are fully aware of current trends and practices from the perspective of people who are currently working in the industry.

DEVELOP TOP SKILLS THAT THE EMPLOYERS ARE SEEKING

Today's fast evolving workplace demands everything from razor-sharp analytical ability and stellar interpersonal skills to an in-depth understanding of industry standard software.

PGDBM XL is the most up-to-date industry relevant program that focuses on developing fundamental skills crucial for advancing your career.



THE OUTCOME BASED APPROACH OF THE 'SPACE' MODEL:

SALES & DISTRIBUTION OF BFSI PRODUCTS
PERSONAL & PROFESSIONAL EFFECTIVENESS
APTITUDE ENHANCEMENT
CORE COURSES
ENGLISH LANGUAGE TRAINING

S SALES & DISTRIBUTION OF BFSI PRODUCTS

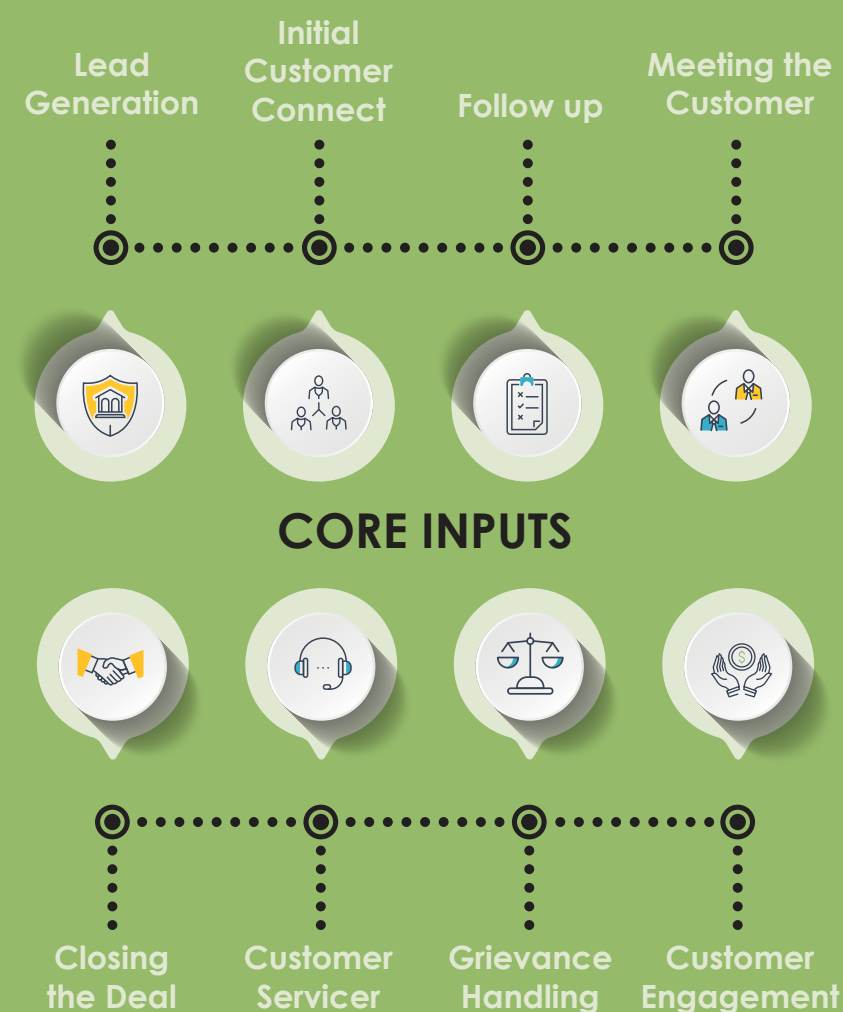


“The customer is the foundation of a business and keeps it in existence.”

Non Banking Financial Companies (NBFC) is flourishing as many demands of the massive self employed population in India are being under-served by Traditional Banks due to inadequate income proof and rigid systems. This has created a gap in the market which the 11,682 NBFCs and more are seeking to fill. In addition to which is a diverse business mix of retail-heavy portfolios and niche segments where the NBFCs see immense growth, increasing their asset quality.

Sales & Distribution of Banking, Financial Services & Insurance Products has become more flexible and transparent due to the increasing presence of a Digital Economy in today's world. Building customers in this scenario has many advantages, but it also requires a sound understanding of the current developments in Financial Infrastructure and Banking Technology used in BFSI & NBFCs to understand multiple ways in which experience of a customer can be improved.

Our syllabi is constantly reviewed to integrate the latest concepts and trends in Financial Services and Banking so as to equip the students with expertise that will help them excel in their career.



Get a complete **PERSONALITY ASSESSMENT** for improving your interpersonal & business communication skills through:

- Role-plays
- Personality Grooming
- Movies
- Immersions

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P PERSONAL & PROFESSIONAL EFFECTIVENESS

To secure a customer through Relationship Management and Customer Service it is vital to maintain a high discipline of Personal & Professional Effectiveness via skills that let you grow as a person as well as a professional.

Which is why – TimesPro gives value to GREAT.

-Grooming:

Personal grooming to maintain proper hygiene in dress code and conduct.

-Relationship Building:

Creating, managing and sustaining relationships whether they are personal to professional; personal to personal; or professional to personal.

-Etiquette:

Improving body language and being courteous & polite every time.

-Attitude:

Keeping the right attitude with hard work, persistence & commitment; resilience, adaptability, self-confidence & self-motivation.

-Target Ownership:

Importance of setting targets, understanding why, and how to set targets.

Developing vital skills through experiential learning



” Applying lessons from the classroom to real world situations. ”

ET FinPro

ET FinPro is an innovative video-based learning platform that uses exclusive Economic Times data to help students understand the current global BFSI industry trends & topics through experiential learning, research and teamwork.

The Economic Times gives you access to world's most read financial information and researched data.



Video Tutorial

Information on core subjects & recent market trends is delivered in the form of video tutorials by experts to simplify the students' learning experience.



Project Allocation & Presentation

Students are further allocated team projects based on the given topic to carry out an independent research outside of the classroom environment. Students are required to present their understanding of the topic in a variety of formats including oral presentations, articles and reports. This develops work imperative skills such as critical thinking, decision-making, leadership abilities, effective teamwork and presentation skills.

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A APTITUDE

Why are these skills now as important as ever?

How do Financial Services & Banks connect with a new generation of customers, especially with the rise of social media? How do they market products to them?

As a finance & banking job directly involves interaction with customers, clients, and stakeholders – staying updated and developing the ability to perform multiple actions is imperative as they need to communicate complex financial information to clients accurately in a simplified manner. In order to fully prepare students, we conduct tests for General Knowledge, provide Banking Proficiency Industry insights to strengthen their basics of Banking. Also prepare them in a holistic way for interviews by going over all aspects of the Placement process.



“ Good communication skills are good for business. ”

AWARDS & RECOGNITION



Brandon Hall Group Bronze Award
for excellence in the Best Use of
Games and Simulations in
Vocational Training



**8th ASSOCHAM
National Educational
Excellence Awards**
Best Upcoming
Educational Institute



HOW DO WE NURTURE IT?

Role-Playing Simulations & Personality Development

The best way to improve your communication skills and self image is through practice

We conduct different types of role-play exercises tailored to specific jobs. It gives a comprehensive rundown of what to expect and how to successfully deal with any scenario you are given. They are used to assess if you are fit for the job at hand by simulating real life situations.

Build confidence:

Role-playing provides a safe environment to encounter challenging scenarios for the first time, which builds confidence in team members that can help them in their day-to-day roles. Also, by preparing for a situation using role-play, you build up experience and self-confidence to handle the situation in real life, and you can develop quick and instinctively correct reactions to possible scenarios.

Training for the real job:

This is most useful for helping students prepare for unfamiliar or difficult situations.

We encourage students to practice sales meetings, interviews, presentations and emotionally difficult conversations, such as when resolving customer queries or conflicts. This helps students perform better both at placement interviews and also in their workplaces.

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C CORE COURSES

-Financial Planning & Wealth Management:

BFSI Products & Services, Data based Management, NISM, Financial Planning & Wealth Management

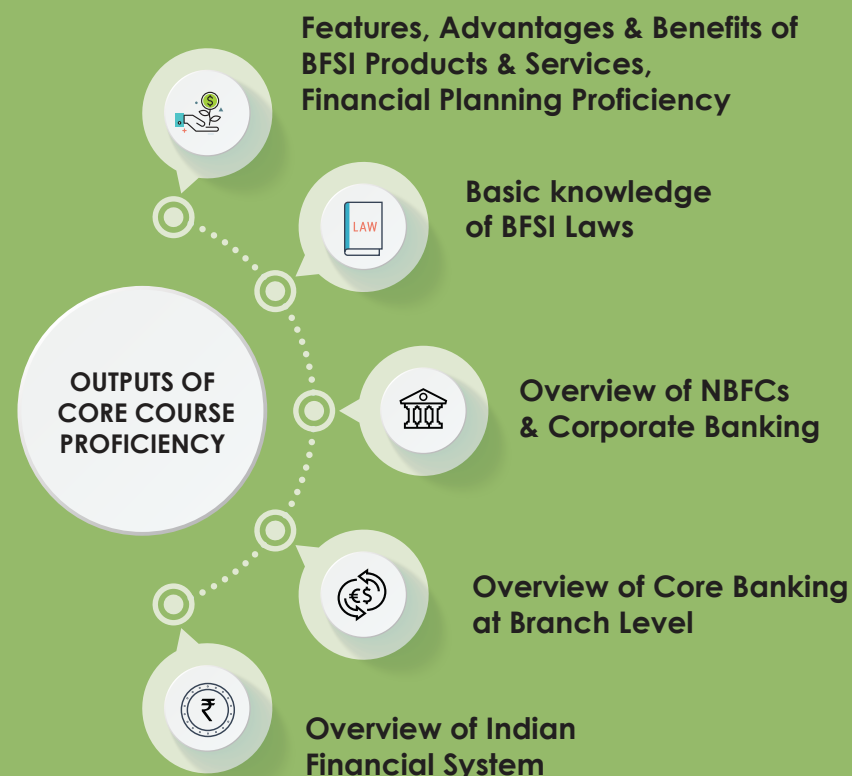
-Laws: BFSI Laws

-Allied Services: NBFCs, Business Banking

-Retail Banking: Retail Banking, NRI, Digital Banking & Finacle

-Environment: Indian Financial System, ET FinPro

Opportunities in the BFSI & Digital have quadrupled – and the requirement for smart, young professionals has also increased. Hence our program aims to make professionals proficient in all aspects. From Financial Planning & Wealth Management to Digital Banking & Finacle.



Financial Companies & Banks are now betting on young, talented and tech-savvy professionals with special skill-sets.



HANDS-ON TRAINING ON INDUSTRY LEADING SUITE OF DIGITAL BANKING SOLUTIONS - FINACLE BY INFOSYS



Used by banks across 84 countries that serve over 450 million customers

Finacle core banking solution is a comprehensive, agile yet integrated business solution addressing all the core needs of banks, in easy-to-configure modules.

With a 360-degree single source view into customer accounts, banks can empower customers with relevant information and delight them with the right offerings, presented at the right time through the right channel.

Benefits of Finacle Core Banking Solution:

- Used by most Indian Banks
- Increased operational efficiency and productivity
- Delivers differentiated & unique customer experiences
- Up-sell, cross-sell relevant products to customers effectively

WE ARE FINACLE AUTHORIZED TRAINING PARTNER

C

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E ENGLISH LANGUAGE TRAINING

A vital part of Interpersonal & Business Communication skills is the ability to converse in English, since most domestic and global business conduct their operations in this medium of language. At TimesPro, we realise that it is important to take care of the sounds, words, phrases and sentences while using English language for speaking with the customer & building connections with customers through engagement and handling customer grievances.

As more and more multinational companies are mandating English as common corporate language in an attempt to facilitate communication and performance across geographically diverse functions and business endeavors — It is important to get acquainted with English and use it as often as possible to be fluent at it using proper style and manner of speech. Through experiential learning, TimesPro provides:



INTERACTIVE SESSIONS



LANGUAGE BASED EXERCISES



CUSTOMIZED e-LEARNING MODULES

▮▮ The fastest-spreading language in human history, English is spoken at a useful level by some 1.75 billion people worldwide- that’s one in every four of us. ▮▮

CORE LEARNING OUTPUTS



Make presentations



Handle Customer Grievances



Lead Generation

STUDENTS' SPEAK

”



I have learned a lot about banking operations at TimesPro during my training from the knowledgeable faculties. Thank you TimesPro Coimbatore for helping me to start a good career and move towards a bright future.

Alisha Kohli
Assistant Relationship Officer,
MyWish Market Places Pvt. Ltd.

”



The interactive classroom sessions along with a series of group discussions, ET Finpro presentations and interviews have made me very confident towards pursuing a successful banking career. The unique content and the best delivery team are the assets of TimesPro for which I recommend TimesPro to all the Banking aspirants.

Pawan Mishra
Acquisition Manager,
Suryoday Small Finance Bank

”



Thanks a lot to TimesPro for helping me the most in kick starting my career, improving my confidence and interpersonal skills. I will recommend TimesPro to anyone who aspires for a career in BFSI sector. This is the right place for it.

Ashwath Krishna
PGDBM Batch
YES Bank

”



TimesPro is a right platform to enter into banking industry. They groomed me well in Banking Products knowledge and Customer Service skills. Special thanks to faculty members for motivating me continuously and help me shape my career.

Himanshu Sharma
Branch Relationship Partner,
YES Bank

”



I have pursued my PG Diploma in Banking and Finance program with TimesPro and I am happy that the institute has given me such great opportunities to start my career. Thanks to all the faculty of TimesPro and the management. I will recommend TimesPro to anyone who wants make a strong career in the Banking and Financial Services sector.

Pupul Tikkha
Client Relationship Partner,
YES Bank

”



Thanks a lot to TimesPro. The course helped me the most in kick starting my career, improve my confidence and interpersonal skills. I will recommend TimesPro to anyone who aspires for a career in the Banking, Financial Services & Insurance (BFSI) Sector. This is the right place for it.

Ranjana Singh
PB Teller,
HDFC Bank

5000+
Students placed nationally

8500+
No. of students passed out

₹4.80 LAKHS P.A.
Peak placement recorded

₹2.4 LAKHS P.A.
Average salary offered

**PROVEN
RESULTS.
YEARS OF
EXPERTISE.**



TimesPro with its strong corporate alliances ensures that once the students complete the program they get ample opportunities to begin their career with India's leading organizations.

TOP NBFC RECRUITERS*

ADITYA BIRLA CAPITAL | ANGEL BROKING | AXIS SECURITIES | BAJAJ FINANCE

DEALS FOR LOANS | EDELWEISS | GEOJIT FINANCIAL SERVICES | HDFC SECURITIES | MOTILAL OSWAL

TOP BANKING RECRUITERS*

BANDHAN BANK | CATHOLIC SYRIAN BANK | CITY UNION BANK

DBS BANK | DCB BANK | HDFC BANK | INDUSIND BANK

KOTAK MAHINDRA BANK | PAYTM PAYMENT BANK | YES BANK

**5 ASSURED
JOB INTERVIEWS**



CAREER COACHING FOR PERSONALIZED ATTENTION

Students have access to career coaching that helps one to assess and think through about individual strengths, preferences, ambitions and career goals.

Our coaches help students to identify opportunities and job roles based on their interests and skills.

They provide essential guidance, evaluate progress and develop career strategy. This ensures that the student's expectations are defined, realistic and achievable.

We are determined to help students succeed and overcome any obstacle they might come across be it academic, professional or personal. The goal is to make sure students make the most of the opportunity at hand with enthusiasm, optimism, and curiosity.

#CAREERREADY IN 18 WEEKS

432 Hours **20 Hours**

Classroom based training

Training through E-Learning is available to students registered for the course.

Eligibility criteria: Up to 26 years of age

The fees for this four month course is ₹1,25,000/- including taxes

We accept cash payments only at the cash counter of Learning Centre. In the event of any TimesPro employee or Associate asking for cash, Please complain at contact centre number (1800-102-2323) or email us at studentsupport@timespro.com.

16 
**CENTRES
ACROSS INDIA**

- BENGALURU
- CHENNAI - T. NAGAR, NUNGAMBAKKAM (LOYALA COLLEGE)
- COCHIN
- COIMBATORE
- DELHI - SOUTH EX, PREET VIHAR
- HYDERABAD
- INDORE
- JAIPUR
- KOLKATA
- LUCKNOW
- MUMBAI - ANDHERI, THANE
- PATNA
- PUNE