



IFBI inks partnership with fast growing Dhanalakshmi Bank!

Dhanalakshmi Bank (DBL) is a bank in an aggressive growth phase with a new top management team. It is undergoing rapid transformation from being a solid but largely regional entity to a national player of scale with a soaring ambition to become one of the Top 5 private banks in the country in record time, and are partnering with IFBI to help them realize this ambition. The DBL-IFBI partnership immediately envisages collaboration opportunities including placement opportunities, special programs in retail banking, testing and examination services from IFBI as well as corporate training. As part of this partnership IFBI has already conducted a national promotion test for DBL.

“I am thrilled and delighted to announce that IFBI has tied up with Dhanalakshmi Bank (DBL) through a formal MOU” announced Mr. S. Venkatesh, President, IFBI.

“The details of the partnership are expected to materialize soon and we look forward to our IFBI students making a mark in Dhanalakshmi Bank well before September 2009”, said Mr. S Jagannath, National Head (Education Delivery) of IFBI, who drove this project.

ING and Calyon amongst new Placement client list for IFBI ; Kotak resumes hiring !

IFBI Industry Alliances Team is also spearheading the placement activity with equal fervor. Many new organizations have been added to our Recruiters List. IFBI students have been recently recruited for various profiles. While New India Cooperative Bank and Calyon Bank opened up opportunities in select locations for Banking Operations, Kotak Mahindra Bank re-opened recruitments & selected 34 students at different locations pan-India. Readers would recall that Kotak had recruited students from IFBI last year as well.



ING Vysya Financial Services & ING Vysya Life Insurance, renowned brands in the BFSI sector, have commenced placements with IFBI for Sales & Bancassurance Profile respectively recently. India Infoline successfully conducted pilot run of placements at Chandigarh & will move ahead with other locations in across the country shortly. Clearly, there are opportunities in the market, which are coming to IFBI students. Good students who sincerely approach these openings are sure to get a head-start in their careers. With the stock market looking up, it looks like the Financial Services industry is set for a comeback. “The long term potential of the Indian financial services industry is strong, since penetration of equity culture and insurance cultures are very low”, says Manish Srivastava, Industry Alliances Head, IFBI.

STUDENTS INTERFACE !

We would love to hear from you—questions, feedback, experiences, support requests !

Current student contact us at —IFBI.assist@niit.com ;

Alumni student contact us at – alumniIFBI@niit.com

IFBI-ICICI Bank Alliance going strong! 361 joinings since April 1, 2009 !

ICICI Bank is not only a co-founder of IFBI, but also the largest partner. The Bank has had many changes in recent times including fine-tuning of its strategy to address the changed economic climate. It has also experienced significant leadership changes at various levels. But what has indeed not changed besides its culture of constant innovation is its partnership with your own IFBI !

IFBI students from various centres shortlisted for joining at ICICI Bank have been experiencing forward movement. 361 students from various centres have joined ICICI Bank in Branch Banking as well as Phone Banking roles since April 1, 2009.

“This is a happy and recent development. This surely indicates that the partnership is on a good wicket, and if students continue to perform well, this will help increase the partnership scope”, said IFBI Operations Head, Arjun Shankar. When asked about the students who are yet to join, he said “We are in active discussion and we can expect the joining dates soon. Students need to have no worry or uncertainty on this count”, he said.

Co-operative Banks and L&T Finance— now on the corporate training list of IFBI !

With the BFSI industry gradually moving towards economic recovery, IFBI Corporate Training team which trains existing professionals, has been securing new Corporate Clientele & strengthening relationships with existing clients. IFBI successfully expanded its base to include Cooperative Banks by conducting Corporate Training Programs for Abhyudaya Cooperative Bank & Shamrao Vithal Cooperative bank.

IFBI expanded its reach and offerings to yet another major player in the Financial Services Sector as it profi-

ciently conducted “Rural & Agri Finance Program” for L & T Finance Ltd - with some excellent feedback in the process. IFBI Corporate is also escalating its relationship with existing clients & has delivered Training programs to Kotak Mahindra Bank, Deutsche Bank & IBPS in this quarter.

“IFBI has now trained over 13,000 existing BFSI professionals in a short while—giving the employees and organizations an edge in domain, soft skills and technology application skills” - says Mr S. Venkatesh, President, IFBI.

IFBI Delhi relocates to third floor of same building

IFBI Delhi has relocated to the third floor of Chiranjeevi Towers building. The Front office and student classrooms are now located together at the third floor.



Institute of Finance, Banking & Insurance

From the Internet: Days of Easy Banking Hours Long Gone

Banking is reputed to be a low hours/workload position. This is possible, especially in smaller markets, but increasingly bankers are working longer hours as their jobs become more oriented towards general marketing of financial services. Consumers are increasingly banking from home using online services and the Internet. If you are Internet savvy and familiar with computers you will have an edge in banking.

"Banks are at the point now where they have to seriously start moving into an on line environment, or risk losing some of their best customers, potentially forever. It's a very crucial and very perilous time for banks," said David Taylor, executive vice president at the Bank Administration Institute.

IFBI Chandigarh Students take lead in AMFI Certification

IFBI Chandigarh students of the BFS series made a mark with their success in industry certification exams. Mr Kamal Pradeep Vij, Senior faculty at IFBI Chandigarh Centre announced that 19 out of 21 students who took up the exams passed with flying colours and took one more step forward to a successful career in the BFSI sector. Here is wishing these pioneers more success !

IFBI Rated as “Best Training School” in the Banking , Finance and Insurance Domain, says THE WEEK-Nielsen survey



Hot sectors and best courses	
Best courses	Best institutes
Diploma in Retail Management	Indian Retail School (New Delhi)
Diploma in Visual Merchandising	Retailers Association of India (Mumbai)
Diploma in Frontline Sales	Indian Institute of Job-oriented Training - Retail (Kolkata)
Certificate/PG Diploma in Banking & Financial Services	Institute of Finance, Banking & Insurance (Chennai)
PG Diploma in Insurance & Risk Management	International College of Financial Planning (New Delhi)
PG Diploma in Financial Planning & Wealth Management	Amity School of Insurance (Noida)
SAP/Data Warehousing/Siebel CRM	Siemens (Mumbai)
Certificate courses in Oracle/SQL/Data Base Administrator/ Linux Administration/Courses on Software packages	NIIT (Gurgaon)

Though IFBI has made a major mark with its Post Graduate Diploma in Banking Operations program and then with its Financial Planning program, IFBI has not rested on its laurels. It has been constantly innovating to provide more value to students and industry. Since October 2008, IFBI has been conceptualizing and updating its BFSI sector program offerings to launch many more student careers in addition to the 5500+ students who are in industry already.

The BFS series of programs have been well received by students and industry. Hence it was in a sense a welcome recognition from an independent source . The respected weekly magazine

“Our new BFS series programs offer multiple career opportunities, suitable for a variety of opportunities in the growing BFSI sector. We are grateful for the recognition of this initiative from a reputed magazine”

- says Samir Kumar NRSH, IFBI-HO, Delhi

THE WEEK and Nielsen survey on the happening sectors listed the IFBI PGDBFS program as one of the best courses and IFBI as a best institute (accompanying table).

The BFS series of programs prepare the student for multiple industry opportunities in Financial Services, Banking and Insurance—besides industry certifications. Programs are backed with Placement Assistance/ Assurance options based on eligibility and student performance.

Industry Interface initiative at IFBI Hyderabad Centre

IFBI Hyderabad has been conducting “IFBI Knowledge Series” seminars, getting professionals to interface with IFBI students and share their experiences.

Mr. George Johnson, City Head from Jones Lang LaSalle Meghraj a seasoned professional with over 15 years of experience including ICICI Bank, Xerox Business India and ABN Amro, inter-

acted with the students of the centre and outlined the current status of the industry. He conducted mock interviews and provided career guidance. He gave insightful feedback to the students.

The students welcomed the session and participated enthusiastically in this special initiative taken by IFBI Hyderabad Centre.

