

# RUN BUSINESS AT A WHOLE NEW LEVEL

Strategic Talent Build Program

A Post Graduate Program For Probationary Officers



# Be 3x more efficient with **India's smartly trained POs**

A well-functioning bank often owes its seamless operations to the quiet diligence of the Probationary Officer (PO). Whether it's resolving customer concerns, managing financial products, or overseeing vital processes like cash flow and loan documentation, POs ensure that every cog in the banking machinery runs smoothly.

Without the invisible hand of the PO, the efficiency of the branch can heavily falter. That's why we've designed the Strategic Talent Build Program, a tailor-made Post Graduate Program in Banking (PGPB), that amasses and trains a skilled talent pool of probationary officers. The program integrates comprehensive campus training, internships, experiential learning and real-life simulation drills to make sure our candidates are ready from day one, hour one. Upon successful completion, participants are awarded a prestigious certificate from Manipal Academy Of Higher Education (MAHE).





## Program Overview:

# A detailed, experiential curriculum

### Campus Training

4 MONTHS



Focuses on skills development, customer relationship management, attitude building & in-depth understanding of client's products.

### On-the-Job Training

(at the bank)

6 MONTHS



Equips participants with practical experience through real-world scenarios & achievement of soft targets.

### Internship

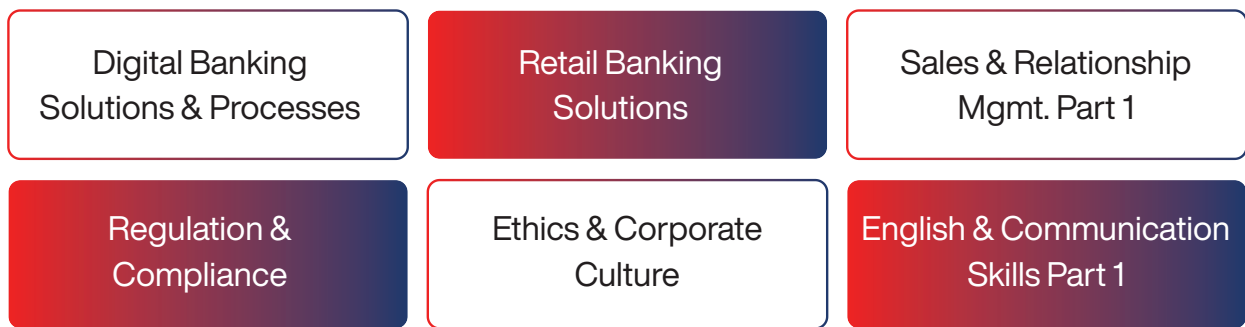
(at the bank)

2 MONTHS



Provides exposure to working at a bank while learning practical skills under the guidance of a senior.

## TERM 1 (2 MONTHS)



## TERM 2 (2 MONTHS)



## Program **Customization**

- Subjects to be included/omitted basis the coverage expected.
- Depth to which each subject to be covered – basis the job role and the expectations.
- Each of the subject and topics covered under the subject would be customized to the bank's products, services, processes and internal policies.
- Program duration is flexible and can be customized based on the bank's requirements.
- The entire process of detailed curriculum development will be co-created with the business and SME SPOC from the bank and Manipal.
- The academic award certification/diploma will be granted as per the discretion of the bank.

# Student-Program Fit:

## Who is this program for?



Fresh graduates or early-jobbers with minimal work experience, looking to build a foundational career in banking across retail & digital solutions.



Aspiring bankers with strong analytical and communication skills, seeking to enhance their knowledge in sales, relationship management, and regulatory compliance while preparing for a future leadership role in banking.

## Outcome & Results: **Core skills developed During the program**



Mastery of retail solutions & core banking processes



Competence in business credit assessment & trade finance



Proficiency in digital banking systems & services



Strong sales & customer relationship management skills



Enhanced communication skills for effective client engagement



Understanding of regulatory frameworks & compliance





## Who We Are

Established in 2008, Manipal Academy of BFSI, a UNext Learning entity and part of the Manipal Education and Medical Group (MEMG), is a premier institution that provides industry-relevant education and training for both freshers and experienced professionals in traditional operations, sales, and new-generation roles within the banking, financial services, and insurance sectors.

With a focus on innovation and learner-centricity, Manipal Academy of BFSI offers a wide range of programs designed to equip individuals with the skills and knowledge to thrive in the BFSI industry. Today, the academy of BFSI annually trains over 15,000 BFSI industry professionals for its industry partners.

With our expertise and deep understanding of market needs, our goal is to create the leaders of tomorrow and build a top-notch workforce for the BFSI industry.

## Our Impact

### Over the years

**17+** Years Of Legacy

**1 in 5** Bankers in India  
are Our Alum

**2,00,000+**  
Professionals Trained

**1,00,000+**  
First-Time Professionals Trained

**50+** Client Partnerships

**4,000+**  
Case Studies

**220+** Experienced Faculty



**To nurture next-gen  
probationary officers,  
drop us an email today.**



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**manipal**  
Academy of BFSI