

unext



manipal
Academy of BFSI



About MABFSI

Established in 2008

Manipal Academy of BFSI, a UNext Learning entity and a part of the Manipal Education and Medical Group (MEMG), is a premier institution that provides industry-relevant education and training for Freshers and Existing Professionals, in traditional operations, sales, and new-gen roles for the banking, financial services, and insurance sectors.



1 In 5 Bankers
In India Are Manipal
Academy Of BFSI Alums



2,00,000+
Professionals
Trained Since 2008



1,00,000+
First-Time Professionals
Trained & Placed



16+
Years Of
Industry Expertise



50+
Clients In The
BFSI Industry



220+
Industry Experienced
Faculty

Our Reach & Partnerships

Talent Fulfilment Solutions



Enterprise Productivity And Performance



International Experience



Addressing Key Challenges in the BFSI Sector



Hiring Skilled Professionals

Lack of competent talent due to the ever-increasing industry-academia skills gap.



High Attrition

Turnover rates in the BFSI sector are high due growing career prospects & high mobility within the sector.



Specialized Skills Shortage

The acute shortage of specialized skills like risk and compliance, credit management, cross-functional delivery, customer service and similar hamper efficiency and productivity.



Adapting to Digital Tools

New tools and platform proficiency are imperative for businesses to stay relevant and competitive.



Skills Agility & Adaptability

The rapid advancements in the sector leading to disruptive changes require a workforce that is skilled to match pace.

Co-Created Solutions for BFSI Excellence

ENABLERS



Sourcing



Distributed Learning Centre



Online Delivery



In-Campus Delivery

Overview of Solutions

Talent Fulfilment Solution (Source – Train – Deploy)



Strategic Talent Pipeline
(Certified By MAHE)



Rapid Talent Development
(UNext – MAB Certification)

Enterprise Productivity And Performance



New Employee
Onboarding



Domain-Specific
Training



Leadership
Training

Employee Career Advancement And Progression



Work Integrated
Learning Program



Industry Aligned Staked
Certifications

Pre – Employment

Day 0 –
Joining

Existing Employees

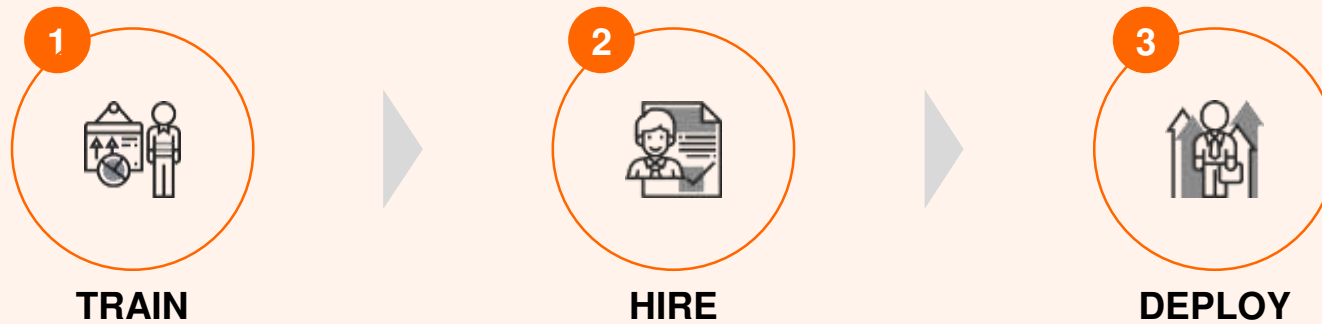
The MABFSI Way

CLASSIC MODEL



Organization starts paying earlier

MABFSI TRAINING MODEL



Student pays for training
(education loan available)

Organization starts paying later

HOW WE DO IT

1 Highly Customised Programs

Co-created programs directly addressing organization's tech talent requirements

2 Domain Specific Modules

Domain specific curriculum with real-time capstone projects for hands on training

3 Dedicated Learner Batches

Focused training in technical and soft-skills including live projects

4 Marketing & Brand Positioning

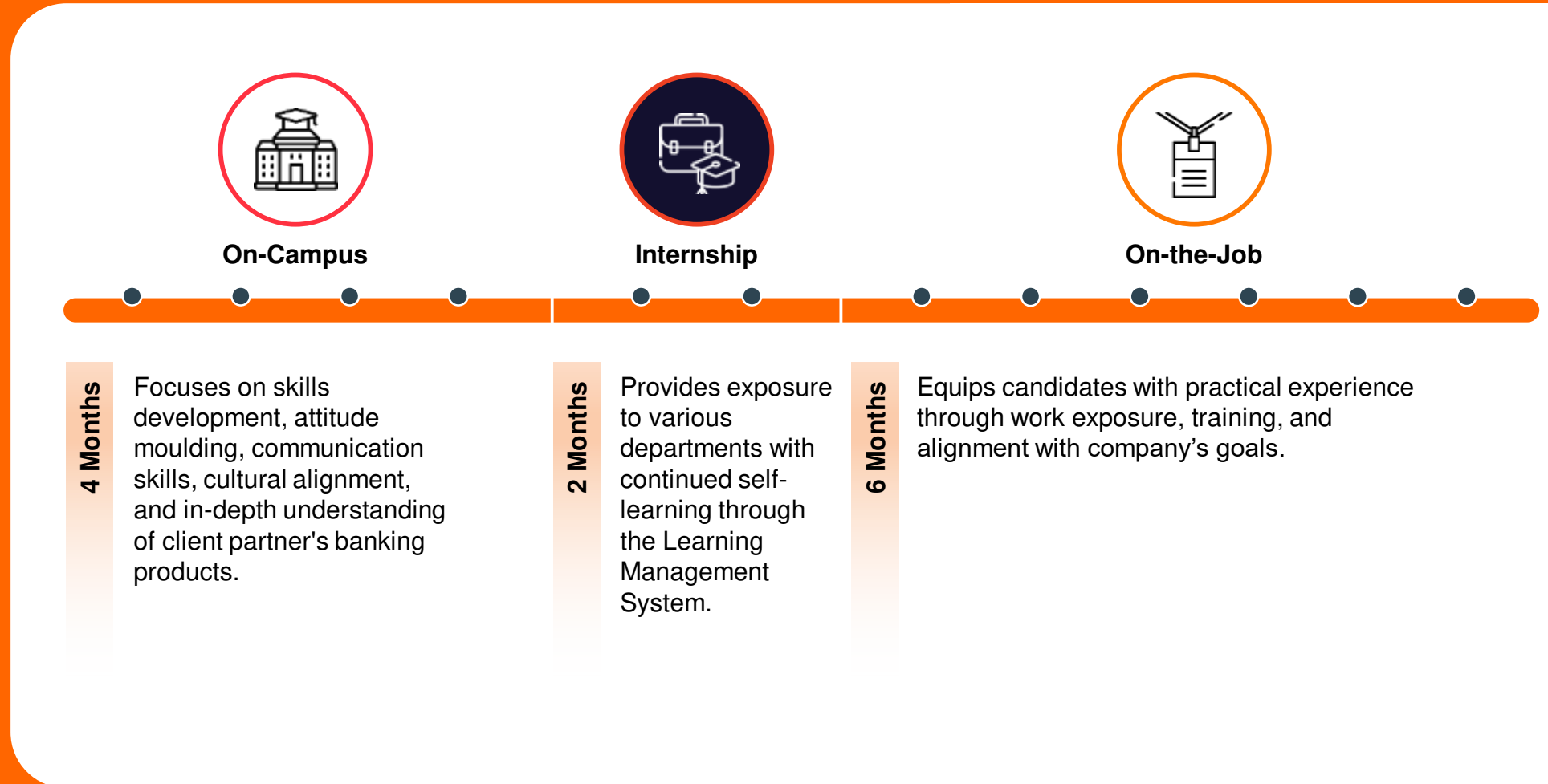
Cobranded marketing communications and media promotions building on the organisation's market perception

Strategic Talent Pipeline Build

1-Year PGDM Program With a Diploma From Manipal Academy of Higher Education

Talent Fulfilment Solutions

Fit-To-Job programs that help make candidates first-day first-hour productive



Rapid Talent Build Programs

45-Days Program With a Certification From UNext | Manipal Academy of BFSI

In-Demand, Custom Programs:

These condensed versions of the Strategic Talent Pipeline Build program cater to various sales, ops and service roles for a faster hiring approach.

Candidate Acquisition by Manipal:

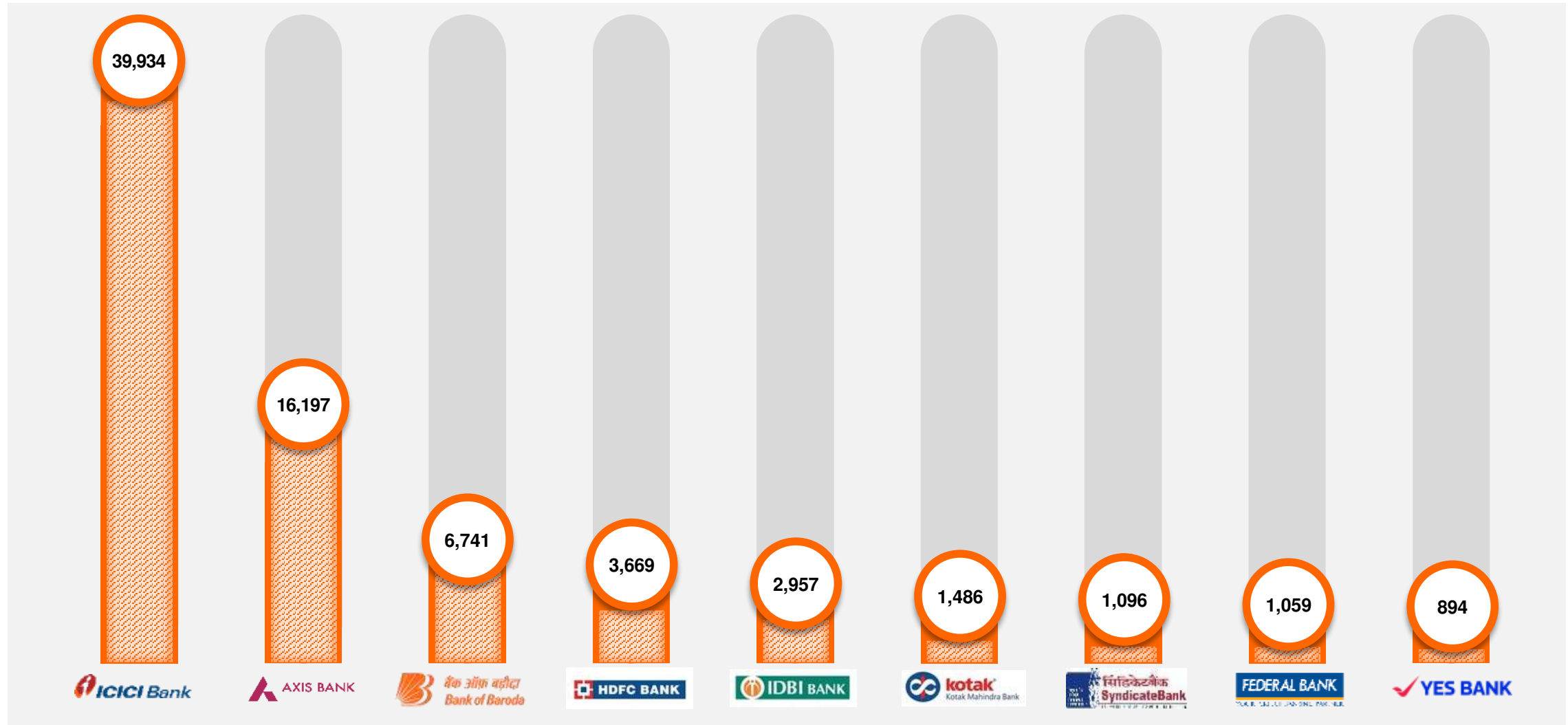
We can handle the recruitment process to ensure a qualified pool of candidates.



Talent Fulfilment Solutions – Adoption & Numbers

To Name A Few

First Engagement



Learners Trained

Benefits Of Our Solutions



First-day-first-hour Productive Workforce

Acquire effective skills, Acquire better communication skills and improved inter-personal relationship management skills.



Lower Cost of hiring & training

Eliminates need to hire expensive resources. Training is funded by students often.



Program customized to business needs

Complete flexibility to design curriculum as per organisation preferences of content and program duration.



Predictable & Scalable model

Organization can plan batch sizes, regional intakes, gender mixes etc. as per requirement Campus and faculty pool to support rapid scale-up.



Academic program coupled with project and internships

Ensures students are hands-on and productive from day one.



Reduced Attrition

Program designed to build strong cultural & team connections. Financial modeling of loan repayment also helps reduce attrition.

Upskilling Your Existing Workforce

Upskilling and reskilling programs to equip existing employees with specialized knowledge in various banking domains.



**Retail &
Affluent
Banking**



**Branch
Operations**



**Customer
Service
Excellence**



**Forex &
Treasury
Management**



**Leadership &
Soft Skills
Development**



**MSME
Financing**



**Credit
Management**



**Banking
Operations**



**Technology
Integration**

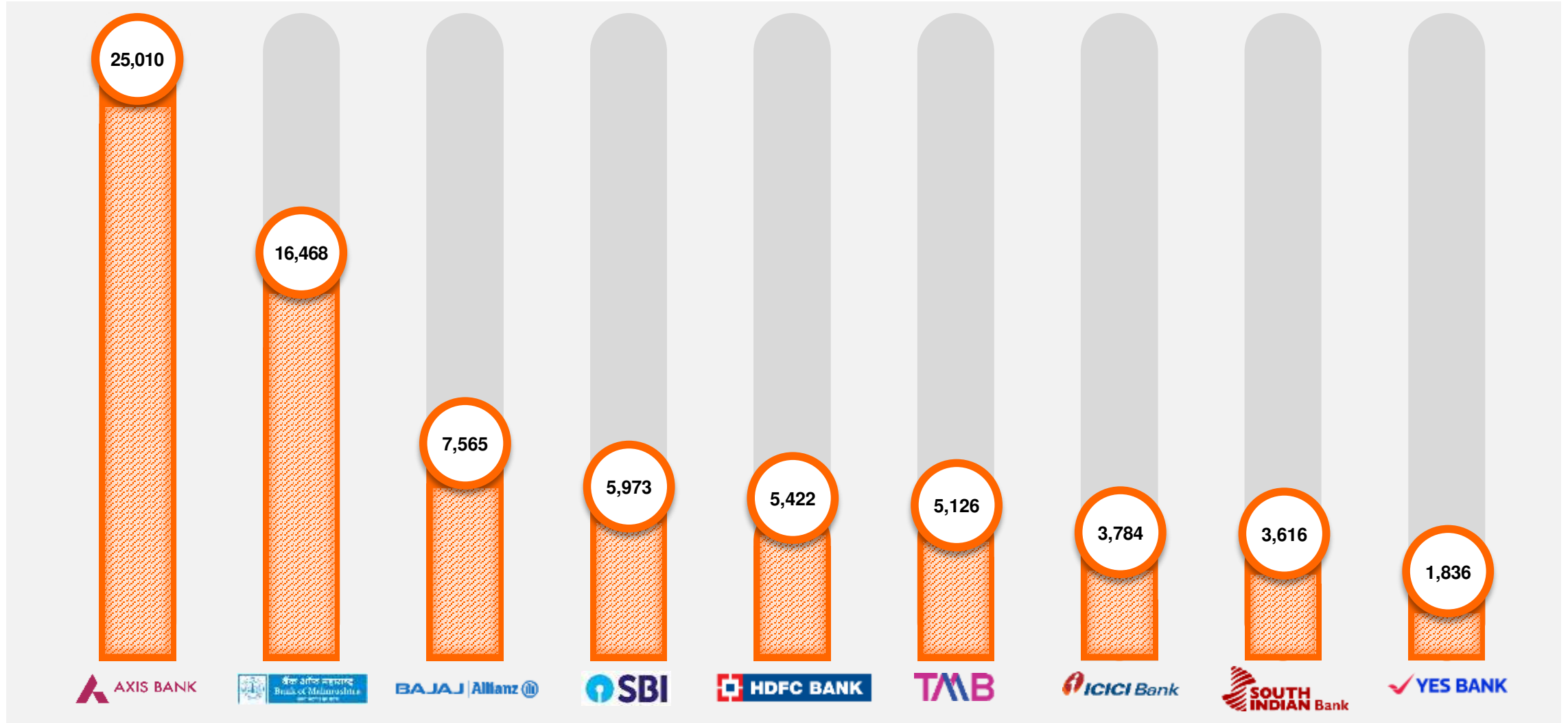


**New Employee
Onboarding**

Domain Specific Training – Adoption & Numbers

To Name A Few

First Engagement



Learners Trained

World-Class Learning Infrastructure & Faculty Expertise

8 Lakh Sq. Ft

Modern Facilities

State-of-the-Art Learning Environment



World-Class Learning Infrastructure & Faculty Expertise

8 Lakh Sq. Ft

Modern Facilities

State-of-the-Art Learning Environment



unext



manipal
Academy of BFSI



Schedule A Consultation To Elevate Your Workforce

Unext Manipal Academy of BFSI,
Survey No 36, Off Thanisandra Main Road,
Chokkanahalli, Bengaluru – 560064
Karnataka

connect@u-next.com

www.u-next.com