

# Wholesale Banking Operations Program

*Shaping talent that fuels the future  
of wholesale banking*

This program by UNext Manipal Academy of BFSI is an industry-aligned course that equips professionals with operational, regulatory, and process expertise. Designed in collaboration with leading banks, it develops job-ready talent that sets new standards in the BFSI sector, empowering organisations to achieve lasting financial growth.

*Transforming Talent.  
Powering Growth.*

# Key Program Highlights

## Since its launch in 2023,

the program has been raising the bar in wholesale banking operations training.

## 350+ professionals

have graduated from this program and are creating measurable impact in the sector.

## Designed for aspiring & seasoned

professionals, operations leaders, and lateral hires from banks or NBFCs looking to upskill.

# Program Module

Basics of Banking – Regulatory Environment

Operations Lifecycle – Client Onboarding and Transaction Processing

Fundamentals of Credit & Credit Operations

Trade Finance Operations

Risk Management & Compliance

Regulatory Frameworks – Basel Norms, RBI Guidelines, & FEMA

Credit Appraisal & Underwriting

Financial Statement Analysis

CMS Operations, Core Banking Systems & Digital Banking Tools



# Program Snapshot

Powering

**30–40%**

of India's banking revenues, wholesale banking demands sharp, regulation-ready talent.

**The Wholesale Banking Operations Program** by UNext Manipal Academy of BFSI, created with leading banks, prepares first-time professionals, lateral hires, and seasoned managers to excel in operations, compliance, and client management. With industry mentorship and real-world problem-solving, it creates professionals who define the future of corporate banking.

## Core Skills Mastered

- Customer servicing and coordination
- Analytical skills and documentation
- Regulatory understanding and compliance
- Digital skills for process excellence
- Risk analysis and action





To nurture  
*next-gen BFSI professionals*  
in your enterprise.

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Drop us an email today,  
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