

ANUDIP

ACADEMY



Empowering Careers
in **Banking** and **Finance**
Certificate in Customer relationship
Management program in BFSI



About Anudip

Anudip Foundation is a well-established non-profit organization dedicated to **empowering underprivileged youth, men, women, and victims of human trafficking** by imparting skills necessary for employment across diverse sectors.

- Anudip has been providing gainful employment to deserving youth for the last **17 years**, across **22 states** in the country.
- Providing skilling and employment to over **450,000+** youth
- Our **100+ skilling centres** spread across **22 states** provide skilling in digital and other domain competencies
- It has been recognized as one of **Top 10 India's Best NGOs to Work For™ 2022**.



VISION

To be amongst the country's top 5 entities, enabling a life of dignity for marginalized communities through market-aligned skills training, building capabilities, and facilitating sustainable employment – in an increasingly digital world.



MISSION

To positively transform **100,000 lives** annually by 2024, through market-driven, digital interventions.

Why Choose This Course?

- ✓ **Industry-Relevant Curriculum** – Learn in-demand skills designed to align with current industry trends and job market needs.
- ✓ **Expert-Led Training** – Gain insights from experienced professionals and industry experts who provide hands-on guidance.
- ✓ **Comprehensive Course Coverage** – The program includes:
 - ▶ **Soft Skills** – Improve communication, teamwork, and workplace etiquette.
 - ▶ **Domain Skills** – Gain specialized knowledge and technical expertise.
 - ▶ **Interview Preparatory Sessions & Placement Assistance** – Get support to confidently crack job interviews and secure placements.
- ✓ **Career Support & Placement Assistance** – Receive dedicated career counseling, resume-building support, and job placement opportunities.
- ✓ **Risk-Free Enrollment** – If a student does not secure a job after completing the course, the training fee will be refunded.



Course Overview

The key objective is to Facilitate employment opportunities for job seekers within sales-driven organizations.

Our Program is designed to provide a comprehensive understanding of the sales landscape and equip you with the skills needed to succeed in a variety of sales roles. The course covers:



Introduction to Sales Fundamentals



Sales Process & Techniques



Industry-Specific Sales Training



Practical Application & Real-World Simulations



Communication & Presentation Skills



Job-Specific Skill Sets - Interview preparation



Resume Building, Effective communication

Who Should Enroll?

Graduates, Job seekers, Aspiring Sales Professionals

Course Structure & Modules



Learning Mode & Eligibility

Course Duration: 50 hours

Mode: Online

Eligibility: Graduates



Process to Enroll & Start Your Career

- 1 Apply** - Submit your application to enroll in the program.
- 2 Clear Pre-Assessment & Get Selected** - Qualify through the selection process to ensure the right fit.
- 3 Pay the Fees** - Secure your spot by completing the registration fee payment.
- 4 Get Access to Training** - Begin your journey with expert-led training, including soft skills, domain skills, and interview preparation.
- 5 Get Interview Opportunities** - Receive placement assistance and attend interviews with top recruiters.
- 6 Launch Yourself as a Professional** - Secure a job and kickstart your career with confidence!



Fee structure:

Registration Fee: ₹2,000 (Non-Refundable)

Training Fee: ₹13,000 (Special discounts are available. Contact the Anudip team for more information.)

Payment Schedule:









- To confirm your participation, you must pay the ₹2,000 non-refundable registration fee.
- The remaining **training fee** is payable before the program starts or as per the announced batch start date.

Career Opportunities in the BFSI Industry

The **Banking, Financial Services, and Insurance (BFSI)** sector in India is rapidly growing, offering excellent career opportunities for skilled professionals. This course equips you with the necessary knowledge, skills, and industry insights to secure a rewarding job in the BFSI sector.



Exciting Job Roles You Can Pursue

-  **Customer Relationship Executive** – Build and maintain relationships with clients, understand their financial needs, and offer appropriate banking products and services.
-  **Customer Service Executive** – Assist customers with banking transactions, resolve queries, and ensure a smooth customer experience.
-  **Relationship Executive** – Work closely with clients to provide financial solutions, manage accounts, and drive customer engagement.
-  **Sales Executive** – Promote and sell financial products such as loans, credit cards, mutual funds, and insurance policies.
-  **Loan Processing Executive** – Handle loan applications, verify documents, coordinate approvals, and ensure timely disbursement.
-  **Accounts Executive** – Manage financial records, reconcile accounts, and support banking and financial operations.
-  **Investment Advisor** – Guide customers on investment options like mutual funds, stocks, fixed deposits, and retirement plans.
-  **Business Development Executive** – Identify potential clients, generate leads, and expand financial product sales for banks and financial institutions.

Career Progression in the BFSI Industry

The BFSI sector offers a structured career path with excellent growth opportunities. As you gain experience and expertise, you can progress to higher roles with increased responsibilities and salary.

Career Path & Salary Range

■ Entry-Level Roles (0-2 Years Experience)

- Customer Relationship Executive – ₹2.0 – ₹3.5 LPA
- Customer Service Executive – ₹2.0 – ₹3.5 LPA
- Sales Executive – ₹2.5 – ₹4.0 LPA
- Loan Processing Executive – ₹2.0 – ₹3.5 LPA
- Accounts Executive – ₹2.5 – ₹4.0 LPA

■ Mid-Level Roles (2-5 Years Experience)

- Relationship Manager – ₹4.0 – ₹7.0 LPA
- Investment Advisor – ₹4.0 – ₹6.5 LPA
- Branch Operations Manager – ₹5.0 – ₹8.0 LPA
- Senior Loan Officer – ₹4.5 – ₹7.0 LPA

■ Senior-Level Roles (5+ Years Experience)

- Branch Manager – ₹8.0 – ₹12.0 LPA
- Wealth Manager – ₹8.0 – ₹15.0 LPA
- Credit Manager – ₹7.0 – ₹12.0 LPA
- Regional Sales Head – ₹10.0 – ₹20.0 LPA

■ Top Management (10+ Years Experience)

- Vice President (BFSI Operations) – ₹20.0 – ₹40.0 LPA
- Head of Retail Banking / Wealth Management – ₹25.0 – ₹50.0 LPA
- Chief Financial Officer (CFO) – ₹30.0 – ₹70.0 LPA



Ankita Paul (24 years)



“A deep dive into deep technology led to a job, and now I’m contributing to my family’s financial stability.”



Priti Ghosh (25 years)



“With a deep dive into modules like service desk automation, ticket management, and troubleshooting, I have become an effective IT support professional.”

Career Opportunities & Job Roles



- 

Micro Loan Officer /
Micro Loan Sourcing
Officer
- 

Credit Card Sales
via Tele-calling
- 

Sales Field
Executive
- 

Sales Executive
- 

Sales Associate
- 

Business
Development
Executive
- 

Corporate
Sales Manager
- 

Sales Consultant
- 

Inside Sales
Representative
- 

Key Account
Manager
- 

Direct Sales
Representative
- 

Insurance Sales
Executive

Recruiters / Industry Partners, Past Placement records





Life. Transformed.

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Our Presence:

India: Andhra Pradesh | Arunachal Pradesh | Assam | Bihar | Chattisgarh
Delhi | Gujarat | Haryana | Himachal Pradesh | Jharkhand | Karnataka
Madhya Pradesh | Maharashtra | Manipur | Meghalaya
Odisha | Rajasthan | Tamil Nadu | Telangana
Uttar Pradesh | West Bengal

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