

Date: 12<sup>th</sup> February 2019.

To,  
The Principal,  
St. Gonsalo Garcia College,  
YMCA Cricket Ground, Station Rd, Behind Gaon, Ali Villa,  
Vasai- W, Maharashtra 401 202.

**Subject: Skill based CSR – Funded training program in Financial Markets Sales & Operations.**

Greetings from BSE Institute!

**Background:**

BSE Institute Ltd ([www.bsebti.com](http://www.bsebti.com)) is a 100% subsidiary of the Bombay Stock Exchange Ltd. (BSE Ltd.) and is a leader in financial education. It currently offers close to 100+ short term professional courses, 6 undergraduate skill courses and 5 master level post graduate courses. It also supports universities from across the world including USA, UK, Canada, Australia, Singapore, Germany, New Zealand, and Israel in academic programs, student exchanges and research.

**Opportunity:**

India is emerging as a global hub for banking back-office operations. The 25+ global banks with back-offices are expected to recruit 1,25,000 people in the next 3 to 4 years, additionally there are more 50+ organizations that work for various international banks to handle their back office operations. Even though these back-offices or BFSI – ITES companies offer a significantly higher starting salary of INR 15,000 –20,000 per month to graduates, compared to an average monthly salary of INR 10,000 for an entry level job in an Indian Private Company, they face a challenge finding candidates with the right skills.

Current estimates show that less than 20% graduates are employable and in context of BFSI these numbers are far lesser due to lack of skills and knowledge.

To address this skill gap BSE Institute has designed a skill based training program which help graduates and unemployed youth to learn the skillsets that are required for them to get a job in the Financial Market. This program “Certificate Program in Financial Markets-Sales & Operations” envisages bridging this skill gap and enabling students to pursue opportunities in financial markets.

**Further this is a CSR funded program, students only pay a marginal commitment amount of Rs.2000 only.**

**A wholly owned subsidiary of BSE Limited**

We propose to partner with your esteemed organization for conducting the training program as per the below mentioned schedule;

- Start Date: 20<sup>th</sup> February 2019 (Wednesday) (Tentative).
- Duration: 3.00 hours a day
- Days: Mon – Sat ( 6 days a week )
- Time: 9 am to 12 pm
- Total Duration: 100 Hours
- Total Duration in Months: 1 Month

**College's/Institute's Deliverables:**

- Classroom Capacity: 30-40 seating capacity
- Desks and Chairs for students
- Seating Style: Classroom Style
- Desk and Chair for the Facilitator
- Projector
- Laptop/Computer with internet connectivity
- To designate a coordinator for conducting classes.

**BSE Institute's deliverables:**

- Faculty for conducting the batch.
- Books, Bags and related handouts
- Scheduling of classes.
- To provide required support for conducting the program.
- Placement opportunities after graduation, with organizations engaged to offer various financial Services subject to candidate completing graduation with a minimum of 50%
- Certificate of program completion post placement of the candidate (self-placed candidates will have to furnish their offer letter to avail the certificate)

BIL proposes to pay Rs.500/- per student to the college for making available the above mentioned facilities.

Looking forward to a positive response.

Warm Regards,

For BSE Institute Limited



Authorized Signatory



22/02/2019  
PRINCIPAL  
ST. GONSALO GARCIA COLLEGE  
OF ARTS & COMMERCE  
Vasai, Palghar-401 201.

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