



BANKING JOB ORIENTED TRAINING AGREEMENT PAPER

Admit no. _____/2025

Applicant Name _____ Son/daughter of _____
_____ Vill _____ P.S _____
_____ District _____ P.O _____ Pin _____
State _____ Mob _____ Email _____
_____ Applicant.....

1. Training Program:- How to convince customers to take bank loans, credit cards etc. This is a pre- paid banking financial job oriented training program. BSMST program /has related to bank dsa. After training (for graduates and above) 100% job assistance in India's leading private banks. without placement charges.

2. Training shift:-10am-7pm & Monday to Saturday

3. Contact mode: We are contacts applicants who want to pursue career in banking industry, they register name at organization, after HR counseling they get admission in banking training program and starts training course to organization associate dsa . After completing the three months of training course, the trainee can be go to the final interview in the Indian banking industry. Remember that organization does strongly protest about money against direct bank employment or such type of fraudulent activity and advice to our applicant please keep safe from suspicious employment consultant.

3.2. ORGANIZATION IS A BANKING TRAINING AND BANK DSA PLACEMENT ASSISTANCE INSTITUTE. After completing

three months of banking training course to organization associates . our trainee would be ready to face bank interview themselves. Remember that we are assured placement as per trainee progress report. Organization never assures that applicant training will be start under bank.

3. Applicant must complete training at Kolkata area. Organization does not provide any allowance in training period. After completion of the training the trainee will join banking dsa as Loan/card Relationship Executive. Organization executive team, the name of dsa using on call to denote private banks dsa. Remember that organization doesn't recruitment behalf of bank.

4. Trainee must relocate in nearest area (5km) of training center. Trainee has to submit local residence paper with local guarantor assisted for security reasons. 1. Electric bill or Aadhaar or voter card of landlord name. Court notarized rental agreement between tenant(trainee) and landlord. All documents must be submitted 48 hours before the center reporting date. Without local residence training joining has strictly provided. do not request to organization HR department.

Signature of Applicant:

Date:

5. Both training and dsa placement will be fixed by the organization. Under no circumstances can the venue be changed.

6.a) Organization collected all amount for banking sales and marketing skill training program and certification purpose. So organization taken liabilities for only training. also assists a banking dsa employment for our trainee(non graduates/ graduates). if , graduates applicant want to employment in private bank's then have to do proper training and try working hard for walk-in(for graduates and above). Organization do not guarantee for direct employment against money. also remember that this training isn't as a bank employee training, so request to our applicants please listen very carefully of our HR team conversation on call time, for any doubt ask every clause of organization agreement before processing. After process applicant can't violate our agreement clause.

6. b) Organization training course and other charges are non-refundable once paid except organization rejections.

7. ORGANIZATION does not take any grant money from the applicant for job purpose and ORGANIZATION does not offer direct job opportunities without training.

8. Training will be complete through offline (Kolkata Centre). ORGANIZATION Institute is providing Banking Sales and marketing Skill Development Training only [Duration of training up-to three month from the date of reporting to Kolkata Centre]

9.a) Trainee will join Kolkata office as an trainee of any banking dsa However organization assure the trainee that completing the training as an employee can start working in kolkata as a loan executive. but only condition is that particular employee joins as loan executive(in-office job)but payroll companies decision will be final. Joining branch is available in Kolkata.

9.b) Banking based dsa company's HRD recruits in its organization if, applicants come from organization (candidate sourcing partner) and face payroll company's interview at Kolkata.

10) Organization Declaration: organization does not take any grant for recruitment or make any promise to join bank jobs directly before training. organization does not directly recruit employees for bank jobs, organization banking recruits applicants for financial training to organization, after training we recruit as BDE in payroll companies or organization's private limited payroll. Remember that bank job depend on trainee performance and experience.

11. This is fully banking financial professional training for my banking jobs opportunity. This training isn't under bank. so, applicant should signing this agreement and video kyc statements in a sound frame of mind and not under the influence of any drug/medication or alcohol.

12. bank dsa means distribute PL,BL,HL,LAP to customers behalf of bank through third party sales agency. Applicant has agreed to attend and complete the organization Institute training without any issues

13. ORGANIZATION gives 100% Bank job assistance after BSMS training program. (trainees face bank's interview. after completing training if, trainee get bank job then as a bank staff our applicant may get salary package 3-3.6 LPA)

14. ORGANIZATION has given one day to read the agreement and refund norms. BSMST program fees are non- refundable once you have submitted the signature agreement.

14.2. AFTER TRAINING OUR TEAM OFFER BANK DSA JOB TO APPLICANT AS A PLACEMENT WITHOUT CONSULTATION CHARGE. BEFORE TRAINING ORGANIZATION DOESN'T CHARGE BACK FOR ANY CIRCUMSTANCES WHATSOEVER.

 **Signature of Applicant**

Date:

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15. After signing the contract, if the applicant refuses the training or bad allegations on organization institute reputation without proper evidence or If, the trainee violation the rules and code of conduct of the institute before completing the training then organization legal team may take strict legal action. Also organization can demand defamation demerge to applicant through High-Court notice in case of wrongly claiming refund of paid fees from organization Institute after signing the contract. Another if applicant has financial victimized by organization then can take legal help from Law enforcement agencies follow legal procedure but organization request to applicant that please communicate us about issue, if not resolve issue then go for legal action.

16. Refund policy: This refundable applicable to all programs for self paid applicant and sponsored applicants who have paid full fee/partial fee. Organization followed by zero refund policy if applicants skip out ongoing process or do not join training after getting training letter. So read carefully all documents before signature. If the trainee passes the training & bank interviews crack then only, training amount will be considered as refund of fees paid, except above reason no payment will be made for any circumstances whatsoever.

17. Applicant please fill and submit the agreement very carefully before signing. Please ask our executive if you have any doubt or unclear idea about the contract clause. If you're not interested, don't sign the contract and submit process cancelation request followed by legal procedure.


18. For the purpose of banking and financial training the applicant has to bear up to one five nine nine zero Indian currency for training and others purpose but its depending on the IQ level of the applicants(negotiable). BSMST program fees are non-refundable once is paid, unless rejected by organization. if the applicant skips the process before completing the training and placement process or unless rejected by organization. Remember that after online payment applicant will get payment receipt from organization after full payment by email. If the applicant, after paying the fee for training and other services, demands a direct job in a bank from organization in exchange for not doing banking training, then it will be considered a legal offense. For more details visit our website www.apeindiafinsv.com. Read carefully all the related documents regarding joining organization based training and understand the fee structure well from organization executives.

19. Cancellation Policy: Applicant refrains from fulfilling the entire norms of organization Institute or refrains from training to join organization company or fails to pay course reference fee then full paid fee will not be refunded but exigent circumstances of applicant like accident, death of family member, but proper documents have to submit by applicant then organization 50% Can accept refund request letter for return. Always remember that refund is a long time process, this refund process can take up to three months to complete and refund of fees is not mandatory it is an optional procedure. Any inquiry, email : support@apeindiafinsv.com or contact us: 033-69028791

20. All disputes between the parties shall be governed by the jurisdiction of Bardhaman or Kolkata Court. If, future legal complexity or issue of defamation arises between the parties.

Payment details given below:

Our banking details	Applicant signature
Institute are collect fees to current account through razorpay, payu, cashfee money payment getaway for training program.	

 **Signature of Applicant:**

Date:

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21. Applicant's application was processed online by ORGANIZATION Institute few days back and ORGANIZATION Institute deems candidate selected for this training internship after counseling. So that ORGANIZATION Institute can contact the candidate for further detailed discussion.[warning: always remember that don't paying any donation amount to get direct job appointment letter to any organization

22. . **Disclaimer:** Applicants selected by organization Institute Counselor Panel though for Online Banking sales and marketing skill Training. Organization never claim that they can join private bank directly or have any agreement with private bank. Organization generally believe that after doing banking training with icici or other private bank and interview one can get a job in an organization like private bank. organization thinks that without proper skill and education base no job is available in private bank on any money basis. So organization demands to do banking training and BANKING DSA also demands to be placed in private bank interview after training. If there is any similarity between organization training private bank training it is a coincidence. Organization has nothing to do with private bank organization in reality. Does not promise to give job by direct payment of any money. Signature the agreement paper after reading and understanding it well.

23. . **"Self Declaration of applicant"**

I _____ son/daughter
of _____ declared that after receiving the training letter, if I do not attend the ORGANIZATION training on the joining date then it will be my personal reason so I will not blame ORGANIZATION and will never ask about the fee refund. All terms and conditions believe to the best of my knowledge. I'm voluntarily paid Training fees and others, The entire amount paid through UPI (ape-india payments gateway link) to organization account's or organization authorized person account by me. I did not make any payment by mistake and haven't any doubt about paid fees also I'm know that my paid fees are not job donations or bribe charges. I haven't complaint against organization management's about my paid training fees..

*Broadcast from steps for job seekers interest (job fraud prevent safety alert): ORGANIZATION institute do not offered bank job without training course or do not charge for job. organization request to all applicant do not trust direct job offer without counseling and training.

Signature of Applicant:

Date:



Authorized sign & Seal



Prospectus

*Firstly students apply for bank related jobs on olx, quikar, workindia, placement india, indeed, sites, from there the student BIO DATA comes to ORGANIZATION, after selecting that CV, ORGANIZATION HR management calls them and explains to them about the bank job, they are informed about which courses they have to do to get employed as an employee in that bank and for how long they have to do it because first they have to learn and then they get established, following that path, our BSMST program is conducted in BANK DSA companies in Kolkata, where they are taught how to sell credit cards and various types of loans to people, how to convince customers, how to open an account, the training period is 3 months, training center Kolkata, West Bengal, so that after doing BSMST training, the student will successfully pass the BANK interview in the bank. Money is taken from the students as fees for doing this training course. Therefore, ORGANIZATION provides training related to bank jobs and makes candidates capable of passing bank interviews.

Banking and Financial Training Module

Module Title: Building Relationships, Delivering Solutions

Target Audience: Bank and financial services sales professionals

Module Objectives:

- * Develop consultative selling skills to understand customer needs and offer appropriate financial solutions.
- * Enhance product knowledge of banking and financial products and services.
- * Master effective communication and presentation techniques.
- * Build strong customer relationships and provide exceptional service.
- * Achieve sales targets and contribute to the growth of the organization.

Module Outline:

1. Introduction to Banking and Financial Sales

- * Overview of the banking and financial services industry
- * The role of a sales professional in the financial sector
- * Understanding customer needs and expectations
- * Ethical considerations and regulatory compliance

Signature of Applicant:

Date of apply:

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2. Consultative Selling Skills

- * Identifying customer needs through effective questioning and listening
- * Building rapport and trust with customers
- * Presenting solutions that address customer needs
- * Handling objections and closing sales

3. Product Knowledge

- * In-depth knowledge of banking products and services (e.g., checking and savings accounts, loans, mortgages, investments, insurance)
- * Understanding the features and benefits of each product
- * Matching products to customer needs

4. Communication and Presentation Skills

- * Effective communication techniques (verbal and non-verbal)
- * Presentation skills for individuals and groups
- * Using visual aids and technology to enhance presentations
- * Active listening and responding to customer questions

5. Customer Relationship Management

- * Building and maintaining strong customer relationships
- * Providing exceptional customer service
- * Handling customer inquiries and complaints
- * Following up with customers and ensuring satisfaction

6. Sales Techniques

- * Prospecting for new customers
- * Networking and building relationships
- * Overcoming objections and closing deals
- * Cross-selling and upselling techniques

Signature of Applicant:

Date of apply:

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7. Sales Performance and Goal Setting

- * Setting sales goals and developing action plans
- * Tracking sales performance and identifying areas for improvement
- * Time management and prioritization skills
- * Motivation and self-management techniques

8. Role-Playing and Case Studies

- * Applying learned concepts through realistic scenarios
- * Practicing sales techniques and handling objections
- * Receiving feedback and improving performance

9. Assessment and Evaluation

- * Written exams to assess product knowledge and sales concepts
- * Role-playing exercises to evaluate sales skills
- * Performance evaluations based on sales targets and customer feedback

10. Continuing Education and Professional Development

- * Staying up-to-date with industry trends and new products
- * Participating in ongoing training and development programs
- * Seeking certifications and professional designations

Training Methods:

- * Interactive workshops and lectures
- * Role-playing and simulations
- * Case studies and group discussions
- * Online learning modules and resources
- * On-the-job training and coaching

Module Duration: * 2-3 month (can be customized based on specific needs)

Note: This is a sample module outline. The specific content and duration of the training program can be customized based on the needs of the organization and the target audience.

Signature of Applicant:

Date of apply: