

CORPORATE ALUMNI WORKSHOP 2022

WHAT TO EXPECT FROM THE BANKING INDUSTRY AND WHAT THE INDUSTRY EXPECTS OUT OF YOU?

Corporate Alumni Workshop was conducted on **27th November 2022** based on the theme "What to expect from the Banking Industry and what the industry expects out of you?" with two of our esteemed alumni of IIM Shillong.

The speakers for the evening were **Mr. Harsh Bhardwaj – an alumnus from PGP'09, who is a CFA and currently working at Aditya Birla Finance**, and **Mr. Umamaheswaran BS – an alumnus from batch PGP'09, who was the founding member of the Alumni Committee and currently working at Kotak Mahindra Bank.**

The discussion during the 90 minutes workshop revolved around the steps that the students should take to pursue their career in the banking industry and also about how the industry functions.

The session was really interactive with a question-answer format. There were 115 participants who attended the session. The speakers helped clear the doubts and myths that the students had pertaining to the banking industry and its future. They shared their personal stories from how they started off, any mistakes they might have made, and finding success in their chosen field. Valuable insights were gained from their experience in the industry, and how they have seen MBA graduates succeed in the banking industry.

Few important topics that were covered by our alumni that will help the batch during their summer internship were:

1. Division of the banking industry:

Alumni divided the industry into 3 sections i.e., Consumer/Retail Banking, Commercial Banking and Corporate Banking and explained the stated fields, leadership opportunities, daily number pressure, opportunity to get into Fintech, expectation of an MBA graduate and what these sections expect from the graduates.

2. Specialist Roles:

Alumni explained about the roles that the MBA graduate gets in these sections. The roles explained were:

- Trade / CMS: International / Domestic Trade Products.
- Treasury / Fixed Income: Sales / Dealer.
- Infra / Project Financing: Next big thing.
- DCM / ECM / PE / Funds: Blue Eyed Boys.
- Products / Digitization: Techno functional roles.
- Credit Risk.
- Compliance and Process: Mid-career shift post experience.

3. Why Banking:

Alumni explained the students that why banking can be chosen as a career opportunity. The rationale given by the Alumni behind choosing the banking industry as a career were:

- Common sense / No rocket science.
- Responsibilities.
- Daily interaction with CXOs / Promoters.
- Cusp of becoming Techno Banking / Exposure to modern technology.
- Awareness inculcated / Up to date.
- Industry exposure.
- Geography Experience.

4. **Personal Experience of the Alumni:**

Alumni gave their personal experience about the banking industry and also how the banking industry shaped their career. Some of the experience points shared by the Alumni were:

- It is not talent but integrity and consistency that matters and takes the graduates to places.
- Happiness is highly subjective and so is definition of success.
- Priorities differ from individual to individual.
- Choose profile over salary in placements.
- Starting salary is never a judgment criterion of the career trajectory.
- Build your own personal brand.
- Display highest level of ethics (very scarce commodity now-a-days).