



## Industry Spotlights – Navigating Careers in BFSI

Whether you're planning your next career move or exploring opportunities across BFSI, understanding the nuances of each domain can help you make informed decisions. Here's a closer look at key verticals within the industry. **1. Corporate Banking**

This domain focuses on serving large corporates, offering products like term loans, working capital, trade finance, and structured lending. Career tracks include Relationship Management, Credit Analysis, and Product Management. Key skills: - Client advisory and relationship building - Financial analysis and credit underwriting - Regulatory awareness and portfolio growth strategy **2. Wealth Management**

Focused on high-net-worth individuals, this space blends financial planning, investment advisory, and client relationship management. Roles range from Wealth Managers and Investment Counsellors to Portfolio Strategists. Key skills: - Risk profiling and goal-based planning - Knowledge of mutual funds, PMS, AIFs - Client retention and acquisition strategy **3. NBFCs (Non-Banking Financial Companies)**

NBFCs offer lending, leasing, microfinance, and asset financing solutions. Career paths are diverse—Collections, Sales, Credit, Operations, Risk Management. Key skills: - Lending product expertise - Risk-based pricing and credit models - Operational efficiency and compliance **4. Consulting (BFSI-Focused)**

Roles here include strategy advisory, risk consulting, digital transformation, and compliance reviews. Ideal for professionals who enjoy problem-solving and cross-functional exposure. Key skills: - Analytical frameworks and presentation skills - Client delivery and stakeholder engagement - Exposure to digital tools and regulatory frameworks **Conclusion**

Each BFSI domain offers a unique trajectory. By understanding market expectations and aligning your skills accordingly, you can grow faster and more meaningfully. At Trans-Management Consultants, we help candidates explore these domains with clarity—matching profiles to the right vertical and the right opportunity. **Explore your best-fit BFSI path with us.**