



PRESENTS
SME Banking – A growth Potential



Background	The main objective of this program is to help mid-level bank officers to build up an in-depth understanding of SME Banking fundamentals, its business complexities and growth potentials.
Level (Low/Mid/Senior/High)	Mid (Relationship Officers / Branch Managers of Senior Officer Level).
Duration	4 sessions of 1.5 hrs each
Program Takeaways	Enhancing province-wise business sectors visibility for business expansion. Building confidence to deal with business complexities and customers’ demand.
Content	Province-wise Potential Business Growth Areas - Opportunities and Challenges. Approach Path to Identify Potential Customers and Deal with their Complex Demands. Approach Path to Identify Potential Customers. Dealing with Customers' Complex Demands.
Program delivery	Lecture, Discussion / Interaction with issue based examples based on the practical experiences. Participants will be encouraged to raise issue based problems individually they face in their working process and will try to resolve amicably through one to one or group discussion.
Date and Time	6th November 2020: (3:00pm to 6:15pm) with 15mins break in between every session 7th November 2020: (9:00am to 12:15pm) with 15mins break in between every session
Program Delivery	Via Microsoft Team
Fee	3,500+VAT (10% discount for individuals)
Facilitator	Mr. Gyaneshwar Acharya 32 years of banking experience in business banking (Corporate / Infra), SME / Mid-Corporate / Micro-finance, Credit and Marketing areas of Nabil Bank Limited in senior management position.