

Occupation Map for Lending - Banks, NBFCs, Microfinance, Lease Finance

Occupations	Finance & Accounts	Compliance, Legal, Internal Audit	Risk Management	Marketing & Sales	Credit Administration & Monitoring	Treasury Management	International Banking	Corporate Banking	Retail Banking	Branch Operations - NBFC	Branch Operations - Banking	Retail Asset Management / Central Processing (Centre)	Microfinance Operations	Financial Leasing
Occupation Number/ NSQF Level	81	82	83	84	16	17	18	19	20	21	22	23	24	25
10														
9	CFO/ CFC				CGM -Risk & CAM	Head - Treasury	Head - IBD	Head- Corporate Banking	Retail Banking - Head				Head - Microfinance Operations	Head - Asset Leasing
8	GM - Finance & Accounts	Head - Compliance, Legal, IA		Zonal Manager - BD	GM-CAM	GM - Treasury	GM-IBD	Group Head - Corp+ WB	Group Head	GM - Credit/ Finance	GM/ SM Zonal Branch		State Head/ Chief Program Officer	Zonal Manager - Technical/ Sr VP
7	CM/ AGM	CM/ SM - Compliance, Legal, IA	Sr. Manager - Risk			Manager - Treasury		GM/CM - Corporate Banking	CM/ SM/ AGM	Branch Mgr. - Credit/ Finance	Branch Manager	CM/ AGM - RAC		
		Sr Mgr. - Compliance, Legal, IA		Territory Manager BD - Corp., WM & CASA	Senior Mgr. - CAM		Sr Mgr. - International Banking	Sector Head - WB						Branch Mgr. - Technical
6	DGM/ Manager	Mgr. - Compliance/ IA	Mgr. Credit Risk	Managers BD - Corp., WM & CASA	Manager CAM	AM - Business Finance & ALM		Corporate Account Manager	Controlling Officer - Zones	AM/ DM - Credit/ Finance	DBM	Manager - Loan Approval	Block Coordinator	
		Compliance Officer		Financial Inclusion Officer		Chief Dealer		Credit Analyst - Corporate	Product Officer - Retail A&L	Retail Lending - Manager/ DM	Territory Manager	Manager/ DM - RAC		Asst. Mgr. - Technical
5	Accounts Executive	Internal Auditor	Risk Reporting Officer	CASA Sales Mgr.			International Trade Finance Officer	Credit Officer - WB	Retail Banking - AM/ DM	Credit Officer	Branch Operations Manager	Loan Processing Officer	Area Manager - Microfinance	Technical Officer
	Accounts Executive Taxation	Insolvency Associate		RM - Loans		Dealer			Recovery AM/ DM			RM - Account		
4	GST Accounts Assistant			BD Associate/ Mktng. Exec.		Settlement Executive				Front Desk Officer - Deposits/ Account	Front Desk Officer - Deposits/ CASA/ NRI	SME Officer	Microfinance Executive	
				Business Correspondent / BF		Process Executive - FI				Credit Executive	Operations Executive	Debt Recovery Agent		Executive - Lease Finance
3		QPs being presented today											MFI Insurance Claims - Associate	
		QPs prepared												

Occupation Map for Fund Investment & Services - Mutual Fund, Pension Fund, Investment Bank, Insurance, IFAs and Agents

Occupation	Backoffice Operations	Fund Investment	Actuarial Service	Insurance Under-writing	Insurance Claims Administration	Insurance Policy Servicing	Investor Relations - Funds	Independ-ent Financial Advisory + Agency	Finance & Accounts	Compliance, Legal, Internal Audit	Risk Manage-ment - Funds	Sales & Marketing - Insurance	Fund Distribution & Sales	
Occupation Number/ NSQF Level	31	32	33	34	35	36	37	38	81	82	83	84		
10														
9		CIO/ Head							CFO/ CM				CMO / Head - Marketing & Sales	
8	Process Operations Head	Fund Manager	Actuary	Head – Under-writing	Head - Claims		Investor Relations Head		Accounts Head	Compliance Head	Head - Risk		Head - Institutional + Retail Sales	
7		Lead Manager - Investment		CM/DGM – Under-writing	CM/DGM - Claims	CM/ DGM - Customer Service		Claim Investigator- L, Surveyor & Loss Assessor	Finance Manager	Compliance Manager	Sr Manager - Risk Control Unit	Branch Manager - Insurance	Sr. BD Manager	
6	Process Manager	Product Officer	Actuary Analyst	Under-writer	Insurance Claims Manager	Policy Servicing Manager	Investor Relations Mgr./ AM/ DM		Deputy Manager	Compliance Officer			RM - Channel Distribution & Promotion	
		Research Analyst/ Sr Analyst	Analyst - Process Risk Assurance							Legal Advisor	Risk Analyst - Fund Investment	Financial Inclusion Officer		
5	Group Insurance Operations Officer	Dealer-Equity + Fixed Income/ Debt		Under-writing Administration Officer	AM/DM - Claims	AM/ DM - Customer Service			Finance & Accounts Executive	Internal Auditor	Risk Reporting Officer	Manager – Bancassurance/ Insurance	RM - Mutual Fund	
		Research Officer								Insolvency Associate			Manager - Fund Accounting & Settlement	
4					Claims Administration Executive	Policy Servicing Executive	Investor Relations Officer	Mutual Fund Agent/ IFA	GST Accounts Assistant				RM – Bancassurance/ Insurance	
		Process Executive - FI		Medical Networking Executive - L				Insurance Agent						
3	Clerical Staff			QPs being presented today									Documen-tation Executive - Insurance	
				QPs prepared										

Occupation Map for Broking

Occupation	Finance & Accounts	Compliance, Legal, Internal Audit	Risk Management	Marketing & Sales	Product Development	Branch Operations - Broking	Trade Operations (HO)	Private Wealth Management	Research
Occupation Number/ NSQF Level	81	82	83	84	85	51	52	53	54
10									
9						Head - Operations			Head-Research
8	Head - Accounts & Finance	Head - Compliance	Head - Risk Management	Head - Instn., Trade, NRI - Equity & Derivatives	Product Head		Fund Manager - PMS		Chief Economist
7	Accounts Manager		Surveillance Manager		Financial Technologist	Branch Manager	Treasury Manager	Portfolio Manager - WM	Manager - Research
6	Deputy Manager	Compliance Officer	Risk Manager	Sr Sales Manager - Instn., Trade, NRI - Equity & Derivatives	Product Officer - FIs	Area/ Regional Manager	Algo-Trading Strategist	PWM Consultant	Technical Analyst
						Manager (Institution & Retail)	Settlement Head		Research Analyst
5	Accounts & Finance Executive	Internal Auditor	Risk Reporting Officer	RM - Broking	Product Design Executive	Dealer – BFSI	Manager - Settlement (Trade & DP)	Portfolio Advisor	Research Officer - FIs
							Manager - Sub-broker & Authorised Persons		
4	GST Accounts Assistant					RM - Account Opening & Customer Support	Process Executive- FI - KYC/ Account Opening		
						Sub-broker/ APs Management Executive	Process Executive- FI- Trade & DP Settlement		
3		QPs being presented today							
		QPs prepared					Documentation Executive - FIs		

Occupation Map for Payment - Payments (Mobile Wallets)

Occupation	Payment Operations	Technology & Engineering	Customer Support & CLCM	Finance & Accounts	Compliance, Legal, Internal Audit	Risk Management	Sales and Marketing	Product Development & Design
Occupation Number/ NSQF Level	61	62	63	81	82	83	84	85
10								
9								
8	Operations Head	Head – Technology Engineering	Head CLCM	CFO	Head - Legal & Compliance	Head - Risk Management	Sales & Marketing Head	Product Development Head
7		Sr Engineer		Finance & Accounts Manager	Compliance & Legal Manager	Sr Risk Manager	Zonal Manager	Manager - PD
6		Engineer		Deputy Manager	Process Compliance Officer	Risk Manager	Region Head	Product Officer
							Financial Inclusion Officer	
5	Merchant On-boarding Executive			Accounts Executive	Internal Auditor	Risk Reporting Officer	Area Manager + Team Lead	Product Design Executive
4	Process Executive		CLCM Executive	GST Accounts Assistant			Merchant Enrolment Executive - on roll + Off-roll	
3	Merchant Helpdesk Executive		End Customer Support Executive				Documentation Executive	

QPs being presented today

QPs prepared

Occupation Map of BFSI Processing

Occupation	Finance & Accounts	Compliance, Legal, Internal Audit	BFSI Process Operations		
			Finance & Accounting	Insurance	Trade & Investment Banking
Occupation Number/ NSQF Level	81	82	71	72	73
10					
9			Business Director		
8	CFO	Head - Legal & Compliance	Director	Director	Director
7	GM	Compliance & Legal Manager	Senior Account Manager	Subject Matter Expert	Head - Research & Analytics
			Senior Team Manager	Senior Team Manager	Senior Analyst
6	AM/ DM	Compliance Officer	Account Manager	Customer Service Manager	Investor Relations Manager
			BFSI Process Lead	BFSI Process Lead	Analyst
5	Accounts & Finance Executive	Internal Auditor	Senior Consultant	Senior Consultant	Research Officer
4	GST Accounts Assistant		Process Consultant	Process Consultant	Settlement Executive
3			Process Associate	Process Associate	Process Associate

QPs being presented today

QPs prepared