

NIIT to train employees in banking, insurance sectors

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NIIT Ltd will soon provide training programmes to employees for financial services and insurance sectors, said its CEO Sapnesh Lalla, without giving a time frame for the launch.

With India's middle income rising, financial services and insurance are two under-penetrated sectors so far but have enormous potential to grow in next 5-10 years. Family income is growing, and people need to secure their assets and wealth. This trend will in turn lead to demand for financial services and insurance products, and the two sectors will recruit employees in large numbers, he told newsmen.

NIIT has already estab-



Sapnesh Lalla, CEO, NIIT Ltd, at a press conference in Chennai on Wednesday **BIJOY GHOSH**

lished as a strong player in providing training for employees in the banking sec-

tor. In the last five years, the company had trained nearly 50,000 in areas such as sales

and customer relationship for banking sector. This model will be replicated for financial services and insurance sectors, he said.

In the banking sector, NIIT has ICICI as an anchor client, and many other banks as clients. Similarly, it will have anchor clients in both financial services and insurance sectors, he said.

For NIIT, nearly 65 per cent of revenue comes from the corporate business providing training to employees of clients such as Shell, Salesforce.com, SAP, GSK and Rolls Royce. The balance is from retail business and school segments, he said.

On demand from IT and ITeS segment, Lulla said the sector continues to grow and there is a huge demand to re-skill employees.