



A launchpad for brighter careers

Be part of a journey that nurtures skills and
creates opportunities that shape future-ready leaders.



“Rishta aap se hai,
sirf app se nahi.”

1. Program Overview

Federal Bank's 'FedNext' initiative is a flagship career program designed to recruit dynamic Experienced & Fresher candidates into Relationship Banking roles.

FedNext offers



Competitive compensation



Structured career advancement pathways



Comprehensive corporate training



Targeted mentorship

2. Who can apply

Freshers Category



Educational Qualification

Graduates with a minimum aggregate of 50%



Post Qualification Work Experience

Nil



Age Limit

Must not exceed 27 years of age
(Candidates must be born on or after 01/09/1999)

Experienced Category



Educational Qualification

Graduates



Post Qualification Work Experience

Minimum 2 years experience in sales role
(preferably in BFSI sector)



Age Limit

Must not exceed 35 years of age
(Candidates must be born on or after 01/09/1991)

Nationality: Must be a citizen of India

Place of Domicile: Only candidates domiciled in the States/UTs mentioned in the following domicile list are eligible to apply for the program



Domicile List

Andhra Pradesh | Arunachal Pradesh | Assam | Bihar | Chandigarh | Chhattisgarh | Dadra and Nagar Haveli and Daman and Diu | Delhi | Goa | Gujarat | Haryana | Himachal Pradesh | Jammu and Kashmir | Jharkhand | Karnataka | Madhya Pradesh | Maharashtra | Meghalaya | Mizoram | Nagaland | Odisha | Puducherry | Punjab | Rajasthan | Tamil Nadu | Telangana | Tripura | Uttar Pradesh | Uttarakhand | West Bengal

3. Designation

Freshers Category

Placed as

Associate Officer (Sales)

Experienced Category

Placed as

Associate Officer (Sales)

OR

Placed as

Assistant Officer (Sales)

(Suitable level based on previous role, experience, and last drawn CTC of the candidate)

Role Summary

Associate Officer (Sales) / Assistant Officer (Sales) are expected to drive acquisition of new-to-bank customers for CASA and other financial products through structured field sales initiatives. They shall develop strong local market presence and cultivate long-term relationships to drive cross-selling and referral opportunities.

(Note: As this is a field sales role, possession of a valid Driving License is desirable)

4. Cost to Company & Other Benefits

Annual Cost to Company (CTC)



(For Freshers Category)

₹4.64 Lakh to ₹6.70 Lakh
(per annum)



(For Experienced Category)

₹4.64 Lakh to ₹11.04 Lakh*
(per annum)

*based on the previous role, experience and last drawn CTC of the candidate.

Shortlisted Candidates will also be entitled to the National Pension System (NPS) & Gratuity benefits.

Benefits & Perks Include



Performance Linked Incentives:

Attractive variable pay designed to reward top talent.



Medical Insurance:

Comprehensive healthcare coverage provided for self and eligible dependents.



Term & Accident Insurance:

Extensive risk-mitigation frameworks safeguarding the candidate and their family.



Attractive Allowance:

Dedicated structural Allowances to facilitate seamless field operations.



Leave Encashment:

Provision to encash leaves as per Bank's Policy.



Parenthood Support:

Structured Maternity and Paternity Leave provisions to assist work-life integration.



Home State Posting:

Candidates will be provided with home state posting to ensure candidate convenience and to leverage their local language proficiency, subject to administrative requirements of the Bank.

5. Career Path & Growth



Fast Track Career Opportunity: Consistently performing candidates will be provided with the opportunity to be considered for transition to Assistant Manager (Scale 1) subject to performance criteria and Bank's requirements. *

Entry Designation	Time period for transition to Assistant Manager (Scale 1)
Associate Officer (Sales)	On completion of 4 years
Assistant Officer (Sales)	On completion of 3 years

(*Strictly contingent on meeting the bank's internal performance metrics and administrative requirements.)



Executive Mentorship: Opportunities to learn from and groom under seasoned industry leaders.



Continuous Learning: Access to robust training programs to advance your career.

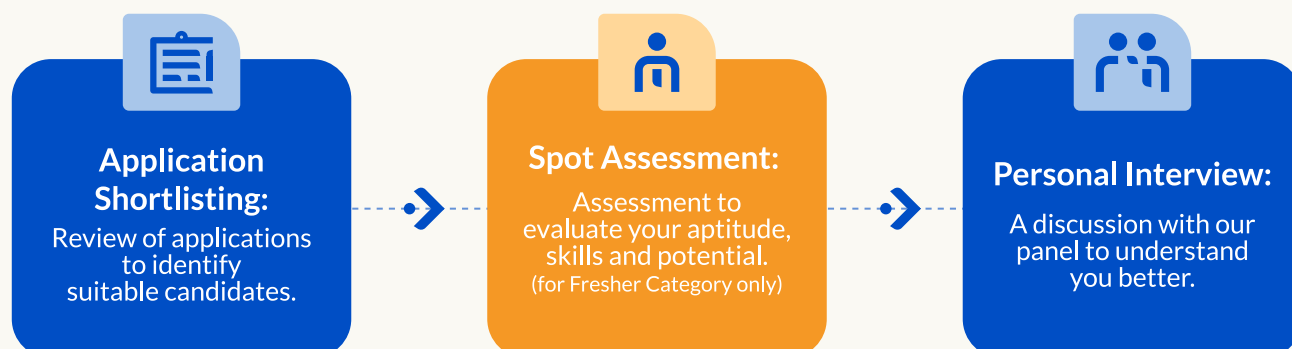
6. Certifications from Reputed Training Partners

Shortlisted candidates will undergo a specialized banking sales training program delivered by our reputed training partners to groom them for corporate success. Upon successful completion, participants will receive an official industry-recognized certificate that validates their financial acumen, relationship management skills, and professional etiquette.

7. No Program Fee

FedNext is completely free for candidates. Federal Bank does not charge any fees for application, training, certification or any other purpose at any stage of the selection or onboarding process.

8. Selection Stages



For detailed information regarding eligibility, selection rounds, guidelines for applying and other instructions, please refer to the Annexure.