



AHSAN AHMED KHAN

9311406469 • Ahsanahmed17609@gmail.com • New Delhi

Summary

"A dedicated sales professional with strong communication and relationship-building skills, seeking to transition into a role that combines sales expertise with AML and KYC compliance responsibilities. Adept at leveraging my knowledge of regulatory requirements, along with exceptional communication, negotiation, and problem-solving skills, to ensure compliance while driving business growth and customer satisfaction. Eager to contribute to the success of the organization by fostering long-term partnerships, achieving sales targets, and maintaining strict adherence to AML/KYC standards."

Experience

HDFC Sales Pvt.Ltd	Lucknow Uttar Pradesh
Management Trainee	11/2022 - 07/2023
<ul style="list-style-type: none">Ensured full compliance with AML and KYC regulations during the loan application process, conducting thorough due diligence checks on all potential borrowers to prevent fraud and financial crimes.Successfully closed 40 home loan deals valued at INR 50 lakh each, contributing to a 25% growth in the loan book, while ensuring all transactions adhered to strict AML and KYC protocols.Led the sales of home loan products, consistently surpassing monthly targets by 30%, driving a 20% increase in overall business revenue, while maintaining the highest standards of KYC compliance in client onboarding.Monitored and reviewed all transactions for potential money laundering activities, escalating suspicious cases to the compliance team for further investigation, ensuring strict adherence to AML regulations.Regularly conducted audits on loan files to ensure that KYC documentation was complete and accurate, maintaining a high standard of compliance with both internal policies and external regulatory requirements.Worked closely with legal and risk teams to assess the potential risks associated with each loan application and ensure that all necessary documentation was in place to prevent any legal or compliance issues.	

Education

Integral University Lucknow	06/2020 - 06/2022
"MBA, Dual Specialization in Marketing & HR"	
Dr.Ram Manohar Lohia Avadh University, Faizabad	06/2017 - 06/2020
"Bachelor of Science (B.Sc.) in PCM."	
Tahseenpur Faizabad Uttar Pradesh	06/2013 - 06/2014
"Intermediate (Senior Secondary)"	
Faizabad Public School	06/2010 - 06/2011
"High School (Secondary)"	

Skills

- 1) Communication & Interpersonal skills:- Client Relationship Management, Stakeholders Engagement, Training & Development, Conflict Resolution.
- 2) Technical Skills:- Ms office suite (Excel, Word, PowerPoint) • 3) Accounting & Financial Tools:- Tally, QuickBooks, SAP. •
- 4) CRM System:- Salesforce, Hub Spot. • 5) Data Management:- SQL, Microsoft Access. •
- 6) Risk & Compliance Management:- Customer Due Diligence, Anti-Money Laundering, Risk Assessments Procedures, Kyc & Data Analysis & Reporting.