GOURAV GUPTA

CSM- Axis Bank

Indore, Madhya Pradesh, India
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PROFESSIONAL SUMMARY

Dedicated and detail-oriented banking professional with strong expertise in Trade Finance, AML & KYC, Customer Due Diligence, and regulatory compliance. Proven ability to manage high-value trade customers, conduct due diligence for complex international transactions, and mitigate financial crime risks. Seeking a challenging position that leverages my analytical strengths, trade operations experience, and compliance knowledge to contribute to organizational growth while enhancing my professional capabilities.

CORE SKILLS

- Trade Finance Operations (LCs, BGs, Remittances)
- AML / KYC / CDD / EDD
- RBI & FEMA Regulatory Compliance
- SME & Business Banking
- Customer Due Diligence & Risk Profiling
- Trade & Forex Documentation Review

PROFESSIONAL EXPERIENCE

AXIS BANK

CSM – Trade & Forex | Sep 2023 – Dec 2025

- Conducted KYC, CDD, and EDD for import/export and forex clients in compliance with RBI and FEMA guidelines.
- Monitored trade finance instruments including Letters of Credit (LCs), Bank Guarantees (BGs), and remittances to identify red flags such as over/under-invoicing and circular trading.
- Reviewed trade documents such as invoices, Bills of Lading (BL), Airway Bills (AWB), and customs declarations to validate transaction authenticity.
- Assessed customer risk profiles and ensured transaction behavior aligned with declared business activity.
- Performed Enhanced Due Diligence for high-risk clients, including those from high-risk jurisdictions and complex ownership structures.

ICICI BANK

Relationship Manager – Trade | Apr 2022 – Jun 2023

- Managed trade and high-value SME clients for business banking and trade finance requirements.
- Increased trade revenue through penetration of existing clients and acquisition of new trade and liability customers.
- Coordinated pre-shipment and post-shipment finance cases by liaising with credit and business teams.
- Conducted AML, KYC, and transaction due diligence to ensure adherence to regulatory and internal compliance standards.
- Supported branch operations and transaction processing while maintaining strong customer relationships.

CERTIFICATIONS

- NISM V-A – Mutual Fund Certification
- KYC, AML, Sanctions Compliance & Money Mules – Axis Bank
- Industry Readiness Program on Banking & Insurance – NSE Academy
- Fundamentals of Digital Marketing – Google Digital Garage

EDUCATION

MBA – Finance & Marketing | 2020 – 2022
IPS Academy, Indore

B.Com – Computer Applications | 2016 – 2019
Dr. Hari Singh Gour University, Sagar