

# CHIRAG RANA

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## PROFESSIONAL SUMMARY

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Finance postgraduate with hands-on experience in client risk profiling, investment advisory, and financial data analysis. NISM-certified with awareness of PMLA, SEBI KYC norms, and Customer Due Diligence (CDD) frameworks. Developed understanding of behavioral red flags and financially inconsistent client profiles through client-facing advisory work. Seeking an entry-level AML/KYC Analyst role to contribute to financial crime prevention and regulatory compliance.

**AML Knowledge Areas:** KYC & CDD Frameworks | Client Risk Profiling | AML Red Flag Awareness | PMLA & SEBI Regulations | Risk-Based Approach | Awareness of Transaction Monitoring & SAR Reporting

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## PROFESSIONAL EXPERIENCE

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**Wealth Management Intern** | Bajaj Capital Ltd. | Gurugram

Apr 2025 – Jun 2025

- Conducted financial consultations for 50+ clients weekly, assessing risk tolerance, investment horizon, and financial goals — building skills directly applicable to KYC customer due diligence (CDD) and client risk profiling.
- Analyzed client financial profiles and recommended suitable investment instruments (Mutual Funds, SIPs, ELSS), developing ability to identify behaviors and investment patterns inconsistent with a customer's stated profile — a core AML red flag awareness skill.
- Built and maintained Excel-based client lead tracking dashboards to monitor pipeline activity and follow-up status, demonstrating proficiency in data management and pattern identification across large data sets.
- Prepared detailed client reports and portfolio recommendations under time pressure, reinforcing ability to produce clear, well-organized written work products — a skill directly applicable to compliance documentation and case reporting.
- Contributed to team revenue of ₹8,54,000 through structured client engagement, financial analysis, and accurate documentation of client records — demonstrating reliability, attention to detail, and high-volume work management.

## CERTIFICATIONS

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**NISM Series V-A – Mutual Fund Distributors Certification** | NISM / SEBI

Sep 2025

Covers financial products, KYC norms, investor protection regulations, and SEBI-governed distribution compliance.

**Corporate Finance Foundations** | Corporate Finance Institute (CFI)

Jan 2026

Financial statement analysis, valuation concepts, and corporate financial decision-making.

**Six Sigma White Belt** | CSSC

Mar 2026

Process improvement, quality management, and structured analytical problem-solving using DMAIC methodology.

## PROJECTS

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**Business Research Study — Starbucks Sustainability Strategy**

2024

- Conducted structured secondary research to evaluate sustainability integration in corporate strategy, applying DMAIC-based analytical frameworks to assess business alternatives and draw evidence-based conclusions — demonstrating ability to synthesize multiple data sources and identify inconsistencies, skills relevant to AML case investigation.

**Business Development & Strategy — Humming Minds (Live Project)**

2024

- Supported outreach strategy and marketing execution for a mental health awareness organization, coordinating with cross-functional teams and making evidence-based decisions under limited information — applying structured problem-solving to prioritize actions and communicate findings clearly to stakeholders.

## EDUCATION

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**PGDM – Finance & Marketing** | FOSTIIMA Business School, Dwarka, New Delhi

2024 – 2026

Relevant Coursework: Financial Management, Investment Analysis, Corporate Finance, Financial Systems, Market Analysis

**Bachelor of Arts – Economics** | University of Delhi, New Delhi

2019 – 2022

Score: 73.4% | Relevant Coursework: Microeconomics, Macroeconomics, Business Statistics, Financial System

## **SKILLS & TECHNICAL PROFICIENCIES**

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**AML/KYC Knowledge:** Customer Due Diligence (CDD), Client Risk Profiling, Financial Red Flag Identification, Regulatory Compliance Awareness, PMLA & SEBI Regulations, KYC Documentation

**Technical Skills:** Advanced MS Excel (Dashboards, VLOOKUP, Pivot Tables), Power BI, SQL (Basic), Market Research, Financial Data Analysis

**Soft Skills:** Strong Written & Verbal Communication, Attention to Detail, Analytical Problem-Solving, High-Volume Work Management, Team Collaboration, Ability to Implement Feedback

**Domain Knowledge:** Mutual Funds, SIPs, ELSS, Investment Products, Corporate Finance, Financial Statements, Portfolio Analysis

## **ACHIEVEMENTS & ACTIVITIES**

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- Silver Medalist — National Level Fencing Tournament; Gold Medalist — State Level Fencing Championship (demonstrates sustained discipline, pattern recognition under pressure, and competitive excellence).
- Led a team of 30 NCC cadets during training camps, demonstrating leadership, coordination, and decision-making under time-sensitive conditions.
- Member — Student Interface Committee, FOSTIIMA Business School (academic leadership and stakeholder engagement).