

# GAURAV

MBA, Shoolini University | BSc Physics, VGC

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## PROFESSIONAL SUMMARY

Detail-oriented finance professional with experience in banking channel operations and customer onboarding within a regulated financial environment. Strong understanding of KYC processes, customer risk profiling, and financial behaviour analysis. Completed certification in AML & KYC with practical knowledge of customer due diligence, transaction monitoring, and suspicious activity identification. Skilled in data analysis and risk assessment, seeking to transition into an AML/KYC Analyst role focused on financial crime prevention and compliance.

## EDUCATION

MBA, Shoolini University, Himachal Pradesh	2023 – 2025
7.67 cgpa	
Bachelor of Science, VGC, Himachal Pradesh	2018 – 2021
8.0 cgpa	

## SKILLS

KYC & Customer Due Diligence (CDD) | Risk Profiling & Customer Segmentation | Financial Product Knowledge | Documentation & Compliance Processes | Attention to Detail & Risk Assessment | Negotiation & Objection Handling | KPI Tracking & Sales Performance Analysis | Power BI | Tableau | Regression Model | Logistics Model | MS Excel

## WORK EXPERIENCE

### Aditya Birla Capital (Aditya Birla Sunlife Insurance)

Faridabad, Haryana

#### Sale Trainee / Channel Sales

Jul 2025 – Feb 2026

- Conducted customer onboarding and financial profiling, ensuring accurate documentation aligned with KYC requirements in a bancassurance environment.
- Assessed customer financial background, income patterns, and risk appetite to recommend suitable financial products, demonstrating risk-based evaluation approach.
- Collaborated with banking partners to maintain process compliance and documentation standards during policy issuance.
- Monitored customer transactions and policy patterns to identify inconsistencies and ensure adherence to internal compliance frameworks.
- Handled sensitive customer financial data with strict confidentiality and regulatory awareness.
- Worked closely with bank staff, gaining exposure to banking compliance processes and customer verification systems.

## TRAININGS & INTERNSHIPS

### Dabur India Ltd. (Food and Beverages Division)

Chandigarh, Chandigarh

#### Marketing Analyst Intern

Jun 2024 – Aug 2024

- Analyzed large datasets of retail outlets using Excel, improving segmentation and performance tracking.
- Identified performance anomalies across outlets, applying analytical thinking like **pattern detection and deviation analysis**.
- Built automated dashboards to enhance reporting accuracy and data-driven decisions

## AML CERTIFICATION

Foundation in AML and KYC – KYC Lookup (CPD Approved)  
Protecting Against Money Laundering & Terrorist Financing (US), Coursera (SkillUp)  
Suspicious Transaction Reporting (STR) Certification – *STR (US)*, Coursera (SkillUp)  
Currency Transaction Reporting (CTR) Certification – *CTR (US)*, Coursera (SkillUp)

## AWARDS & ACTIVITIES

- Best Performer - MBA Sprint Launchpad 2023 Recognized as the top performer in an intensive 21 - day Launchpad program.
- 10th Standard Honors – Awarded a prestigious state government scholarship and laptop for academic performance.