

# Ashutosh Shandilya

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## Summary

NISM-certified finance professional and MBA Finance student with a strong foundation in financial markets, financial analysis, AML, KYC and risk management. Seeking a challenging role in the finance sector to leverage analytical expertise, regulatory knowledge, and strategic insights gained through education and certifications, driving organizational growth and financial success.

## Experience

### OCEEDEE

Client Success Manager | Jan 2022 – May 2023

- Developed data-driven insights that improved customer retention by 25%
- Created a model for inventory check
- Maintained the flow of daily shipments and production
- Increased effectiveness by Introducing new ways to pipeline the flow of operations
- Generated 2160% ROI by Leading Marketing Campaigns
- Managed the E-commerce (Website, Nykaa, Ajio, Tata Cliq luxury, Jaypore)
- Synthesized data leading to strategic business decisions
- Managed a team of 7 associates

### ROBLOX – Ienergizer

Billing Specialist | Aug 2019 – Jan 2022

- Performed sanctions screening and financial crime investigations
- Monitored daily transactions
- Handled disputes, Unauthorized charges, Fraud cases
- Trained new People on the floor
- Refunded charges using Google Play console, Vantiv, Xsolla, and various internal tools
- Coordinated with bank and payment gateways optimizing process efficiency
- Handled client queries over Zendesk and prepared reports

## Licenses & Certifications

- NISM Series-XII
- Financial Risk Management - New York Institute of Finance
- Project Management - Google
- Business Analysis & Process Management - Coursera
- Financial markets - Yale University
- JPMorgan Chase & Co. Excel Skills

## Internship

### GMS

Finance Intern | Jun 2024 – Jul 2024

- Assisted in budgeting, forecasting, and variance analysis for business decision-making
- Conducted Ad-Hoc financial analysis by synthesizing historical data
- Account reconciliation and invoice drafting
- Conducted invoice quality audits to identify discrepancies ensuring accurate reporting
- Improved accuracy of monthly income statement and balance sheet reporting
- Developed detailed financial reports and internal control that effectively communicated organizational performance
- Executed a thorough industry analysis for the Service sector
- GST principles and filing procedures

## Skills

- ✓ Transaction Monitoring, AML & KYC
- ✓ Decision making & Regulatory Compliance
- ✓ Data Analysis & Excel
- ✓ Direct Tax
- ✓ Financial Ratios & Analysis

## Education

Master of Business Administration (MBA) – Finance  
Bachelor of Business Administration (BBA)

D.Y. Patil University  
JIMS, IP University