

Vikram

Contact No.-9519300394

PROFESSIONAL EXPERIENCE

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Sr.Bancassurance Manager HDFC Life Insurance Company, Gurgaon

June 2021 - Present

- Handling Global and Domestic HNI Clients of HDFC BANK Channel and retain them by providing customized solution as per their needs.
- Implementing Anti Money laundering Guidelines (AML) and (KYC) for verification of processed Applications.
- Reviewed and validated customer documentation including IDs, financial statements and other relevant information to assess the risk.
- Check customer AML And KYC in bank records and verify with original documents.
- Perform routine CDD checks on new and existing clients to verify identity and assess risk levels.
- Conduct background checks and analyzed financial records to ensure compliance with AML regulations.
- Perform SDD/CDD/EDD on all the cases before login and verify the source of funds and customer profiles.
- Ensure customer AML And KYC are up-to-date in bank records as well as same in policy.
- Ensure that all service requirements are met and customers are satisfied.
- Conduct in-depth EDD investigation of high-risk and PEP clients and identify the potential risk.
- Maintained accurate and comprehensive KYC records ensuring all documentation is up-to-date and compliant with AML regulations.
- Increase productivity of bank branch and try to keep more than 80% market share of hdfc life.
- Managing the daily MIS of pending cases and sharing with the cluster manager.
- Ensure compliance with internal process and service standards.

KYC intern, Share Khan Limited (Internship)

May 2020 - July 2020

- Collect and verify all the documents that are mandatory for demat account opening.
- Verify all the details such as Name, Date of birth, Address, Image, With original I'd proof .
- Resolve the queries of customers and revert back to them every EOD.
- Update customer's database with relevant new information.

EDUCATION

Year	Degree	Institute
2019 - 21	Master of Business Administration	Jaipuria Institute Of Management
2016 - 19	Bachelor of Business Administration	DSMNRU, Lucknow
2015 - 16	12th Grade	MDJV Sr, Sec, Jaunpur
2014 - 15	10th Grade	MDJV, Sr, Sec Jaunpur

ACHIEVEMENTS

- I Got 3 promotions in 3 years.
- Got a award for outstanding service record and facilitated by the Regional Head.
- Qualified for the Term Titans contest and attended the conference in Bangkok.
- Qualified for the Top Gun contest and attended the conference in Istanbul.
- Qualified for the Race to Win contest and attended the conference in Mumbai
- Achieved the title of Star of the Zone and was facilitated by the Zonal Head.
- Achieved the no.1 Rank award in the claim process in a zone.

CERTIFICATIONS

End To End AML KYC, Online

April 2024

- Completed the 06 comprehensive modules over 6.5 hours and gained valuable insights into crucial topics such As KYC, Customer Identification Program (CIP), Politically Exposed Person (PEP), Customer Due Diligence (CCD), Enhanced Due Diligence (EDD), Transaction Monitoring.

Anti-Money Laundering Concepts, Online

May 2024

- Successfully completed 4 hours of training, and gained expertise in Money Laundering, Stages of money laundering, Identifying Money Laundering, and Reporting Suspicious Transactions, ways of identifying suspicious transactions.

Business Financial Foundations, Online

Nov 2023

- Completed 7 modules by attending 2.5 hours of video lectures and Gained knowledge about Basic accounting, Accounting Transactions with examples, journal Entries, Balance sheets, Profit and Loss Statement Accounts, and Cash Flow Statements.

Marketing Management Concepts, IIT Kanpur, Online

Mar 2020

- Completed 12 weeks of Marketing Management course by attending 50+ hours of video lectures, covering STP, the marketing mix, and product launch topics, and getting certified by IIT Kanpur with 75% of marks.

SKILLS

• Complex Problem Solver	Team Management Skills
• Time Management	Self-Management & Learning
• Good Interpersonal Skills	Strong Decision Maker