

Rahul Gupta

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CAMS | CDCS | CAIIB | Trade Finance Specialist | Bank of India London

Results-oriented Trade Finance Specialist with vast experience in Financial Institutions (FI) Trade Finance, Risk Participation, and Secondary Market Transactions. Adept at structuring and promoting forfaiting, FI trade loans, and risk mitigation solutions while ensuring compliance with UK Financial Services Regulatory Framework (PRA/FCA). Proven expertise in relationship management, sales, risk assessment, and regulatory compliance. Strong analytical and technical skills, with proficiency in MS Office, SQL, Power BI, and Python for data-driven decision-making.

SKILLS

Trade Finance (Forfaiting, Risk Participation, FI Trade Loans), Documentary Credits, Guarantee / Bonds / SBLC issuance / amendment, Working knowledge of UCP 600 / ISBP 745 / URR 725 / ISP 98 / URDG 758, Regulatory Compliance, KYC/AML, CDD / EDD, Financial Crime, Business Development & Sales Strategy, Credit Risk Analysis, Working Capital Assessment, Balance Sheet Analysis, Regulatory Reporting, Transaction Monitoring, Product Innovation, Process Improvement, HNI Handling, Data Analysis and Visualization, Microsoft Office, Advance Excel, SQL, Power BI, Python, Office Automation, Team Leadership, Team Management, Conflict Resolver, Cross Collaboration, Stakeholder Management, Communication and Interpersonal Skills, Self-Learning, Creative Problem Solving and Logical Approach

RECENT ACHIEVEMENTS

- Increased trade finance business from \$30M to \$1.2B within a short span of time.
 - Automated reporting processes, reducing manual workload and improving efficiency.
 - Established and maintained strong partnerships with top financial institutions globally.
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PROFESSIONAL EXPERIENCE

LAST ASSIGNMENT

Senior Manager

Bank of India, London

[Oct 2021 to Feb 2025]

- Managed \$1.2 billion trade finance business, focusing on FI trade loans, risk participation, and secondary market transactions.
- Spearheaded 67% growth in Guarantee/SBLC business, increasing volume from \$600M to \$1B.
- Developed and executed strategies to expand forfaiting and risk participation portfolios, enhancing revenue streams.
- Conducted due diligence on FI transactions, ensuring adherence to AML, CDD, and regulatory requirements.
- Negotiated and facilitated Master Risk Participation Agreements (MRPA) with financial institutions.
- Built and strengthened relationships with correspondent banks to enhance cross-border trade finance opportunities.
- Led compliance reviews, risk assessments, and structured credit proposals for FI clients.
- Conducted EDD on all parties involved in trade transactions, adhering to OFAC, FCA/PRA, RBI guidelines, and internal policies.
- Scrutinized transactions for sanctioned entities, PEP, SIC, SIE, etc. using third-party tools, Thomson Reuters Refinitiv, OGEL checker, Lloyds Sea Searcher, and Lloyds Dual Use Checker.
- Collaborated with senior management to ensure regulatory compliance with PRA/FCA guidelines.

- Conducted training sessions on relevant topics, ensuring team members were well-informed and compliant.
- Maintained up-to-date knowledge of relevant credit regulations, FCA / PRA guidelines, ensuring continuous compliance with industry standards.
- Applied subject matter expertise in Anti-Money Laundering, Anti-Bribery and Corruption, Sanctions, and Fraud to drive effective screening processes.
- Delivered data and analytics expertise, providing substantial commercial and customer value to effectively address business challenges.

Manager

April 2014 – October 2021

Assistant Manager

August 2011 to April 2014

Bank of India, India

- Developed tailored trade finance solutions for FI clients, ensuring risk mitigation and compliance.
- Identified and secured new business opportunities in secondary market trade finance, leading to portfolio expansion.
- Assisted in the onboarding of new FI clients, conducting comprehensive country risk and credit assessments.
- Worked closely with the Risk Management Department to streamline transaction processing and mitigate risks.
- Handled trade finance operations, including import/export documentation, buyers' credit, and LC handling.
- Conducted credit risk assessments, financial statement analysis, and structured financing solutions for FI clients.

EDUCATION

- **LSBR Executive Programme on Strategic Certificate in AI Ethics and Governance Leadership**
[2025-Pursuing]
- **University of Rajasthan, Jaipur, India — Master of Arts (Economics)**
[2009 – 2011]
- **University of Rajasthan, Jaipur, India — Bachelor of Computer Applications (Honors)**
[2006 – 2009]
Ranked 1st in the University.

CERTIFICATIONS/ AFFILIATIONS

- Generative AI from LinkedIn (2025)
 - CAMS (Certified Anti-Money Laundering Specialist) from ACAMS (2024)
 - CDCS (Certified Documentary Credit Specialist) from LIBF, London (2023)
 - Certification in SME Credit from IIBF (2017)
 - Affiliated to Indian Institute of Banking & Finance (IIBF) - Flagship Courses: CAIIB & JAIIB (2012-13)
 - NISM Depository Certificate (2012)
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