



Amay Charles

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Summary

Results-driven BFSI professional with 5+ years of experience across sales strategy, governance, risk management, and investment advisory. Proven ability to lead cross-functional initiatives, strengthen control frameworks, and drive data-backed business decisions across complex stakeholder environments. Adept at translating ambiguity into structured execution and measurable impact.

Professional Experience

Analyst, Risk Management | American Express | Gurugram

Responsible for ensuring adherence to Rules of Engagement and driving Risk Management and Misconduct in entire US SME segment

Projects:

- Impacted incentive pay-outs of 1500+ sellers by strengthening governance, delved into cases with \$200 Mn+ in potential volume
- Drove 20% efficiency by leading the CRM transformation strategy, enhancing sales data accuracy and automation
- Led 'Proactive Limit' Increase validation project to ensure compliance-driven incentive payouts
- Spearheaded a cross-functional PMO initiative aligning with 2025 strategic planning, impacting 50+ senior leaders in 5+ segments
- Led monthly governance updates for 5+ GMs, including trends and outlier analysis, enhancing sales team's decision-making

Key Responsibilities:

- Led the team in issue resolution across segments, recommended 20+ GMs and VPs by delivering strategic insights on governance
- Contributed to GTM strategies and deploying systemic advancements, ensuring alignment with regulatory frameworks
- Spearheaded a team of 4 analysts to drive project execution, providing strategic direction to augment delivery outcomes
- Partnered in deploying effective training for sellers, constructing Rules of Engagement and ensuring incorporation of the same
- Oversaw the development and execution of performance metrics and continuously optimizing team performance

Credit Analyst | Apeiron Management Private Limited | Gurugram

Responsible for managing and analysing a diverse range of credit and equity instruments and monitoring portfolio performance

- Tracked and monitored the performance of positions held in alternate asset classes including ABS CDO, TruPS, CLOs and REITs for Astra-Amco (Hedge Fund that focuses on credit instruments) with a portfolio size ranging from a few million to \$1 billion
- Examined US and European RMBS, CMBS and CLOs focusing on overall collateral for 12+ clients in UK and USA
- Analysed 70+ stocks for investments with a portfolio size of \$20 million, prepared 40+ research reports on underlying assets

Education

B.Sc (H) Mathematics – St. Stephen's College | India

Accomplishments and Awards

- Awarded as "The Scientist, AmEx" twice in a year for ideating efficient outcomes in reporting, out of a pool of 35+ colleagues
- Awarded 'The Guardian, AmEx' out of a pool of 40+ colleagues for leading multiple cross functional subforum of senior leaders across Control Management, Commercial Effectiveness, Sales Enablement and Insights teams to review and resolve non-compliant sales opportunities and ensure governance adherence
- Invited as a judge for multiple national-level case study competitions, evaluating strategies from 1,000+ teams across India
- Awarded a scholarship of INR 1,00,000 in school on academic distinction by Echelon Institute of Technology

License & Certifications

McKinsey Forward Learning, Decision Making Strategies, Microsoft Excel, Microsoft PowerPoint, Data Science, Retail Management - Merchandising, Distribution and Marketing

Co/Extra-curricular

- **Leadership: Captain**, PGPX Basketball Team, representing the cohort across competitions; **Cell Head**, General Management and Leadership Cell, driving placement-focused initiatives.
- Corporate Social Responsibility - American Express, Skill Workshop Organiser: Organised workshops by inviting working professionals on skills such as arts & crafts, sports & vocational training, to help 300+ students develop practical expertise
- MedHeal Foundation - NGO that utilises excess medicines to benefit socially fragile groups, University Head: Mentored a team of 50+ students, collected 2kg unused medicines from religious institutions and social organisations by setting up donation boxes
- Placement Cell, St. Stephen's College - General Secretary
 - Minimised 30+ job offers wastage by introducing the Tier system, rationalised the Internship structure and guidelines
 - Organised and co-led a team of 45+ members for the Internship Fair 2018, oversaw the participation of 110+ firms
 - Managed relationships with Principals and Directors of 40+ companies including McKinsey, BCG and Bain, onboarded 5+ new recruiters
- Consulting Club, St. Stephen's College - Coordinator

- Assisted 100+ students with recruitment by conducting workshops, invited industry experts for sessions on placement preparations
 - Ideated and conducted 10+ sessions including ‘CV building workshop’, ‘interview preparation’; witnessed footfall of 150+ attendees
- Vice-Captain, Stephen’s Basketball Team (2019-20): Led 14+ players to championships in multiple tournaments
- Member, Stephen’s Mathematics Society (2017-18): Led marketing strategy for national competitions, increasing event footfall by 62.5%
- National Finalist out of 400+ teams for Super Dalals, market simulation trading competition by Finance and Investment Cell