

Raghav Goyal

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EDUCATION

University of New South Wales

Apr 2023 – Present

Bachelor of Science (Mathematics & Statistics)/Bachelor of Computer Science

- Competitive Programming and Maths Society: Code Rumble 4th Place 2024
- Flow Traders Mathematics Challenge 3rd Place 2023

University of New South Wales

Feb 2021 – Apr 2023

Bachelor of Science (Mathematics & Statistics)/Bachelor of Commerce

- Optiver x UNSW Mathematics Society: Piece the Puzzle Trading Competition Winner 2022
- Akuna Capital x UNSW Data Science Society: Trading Day Competition Winner 2022

James Ruse Agricultural High School

Jan 2015 – Dec 2020

- Australian Science Innovations - Big Science Competition High Distinction Achiever 2018
- Australian Maths Competition Prize Laureate 2017
- Australian Maths Competition Prize Laureate 2016
- Australian Maths Competition Prize Laureate 2015

SKILLS

C | HTML | R Studio | CSS | Java | JavaScript | Next.js | TypeScript | SQL | MIPS | Microsoft Office | PostgreSQL

PROFESSIONAL EXPERIENCE

Commonwealth Bank of Australia

Jun 2023 – Present

Everyday Banking Agent

- Surpassed DTM expectations by 14%, reflecting superior customer service delivery, sales expertise and comprehensive insight into client needs and financial products
- Expertly resolved disputes and handled enquiries across various accounts including scams and fraud, basic banking needs, theft and loss of property and unauthorised transactions, cultivating customer relationships through trust and satisfaction
- Part of the January cohort of the “Recognising our People” program for consistently exceeding performance targets and contributing to team success

KPMG

Dec 2022 – Feb 2023

Enterprise Audit & Assurance Vacationer Intern

- Assisted senior analysts in the planning, execution, and completion of financial audits through analysing financial statements and identifying areas of risk
- Communicated effectively and maintained strong relationship with clients while working at client-sites to gather and verify information
- Worked closely with the accounting and finance teams to ensure accuracy and completeness of financial information including bank reconciliations, samplings and vouching

Scholarly EdTech Startup

Sep 2022 – Dec 2022

Sales Consultant

- Developed and maintained relationships with portion of client base, contributing to an 84% retention rate
- Individually managed social media pages to execute lead generation campaigns; using Facebook to create engagement within prospective clients through distribution of sample products (educational resources)
- Conducted inquiry calls to parents individually, contributing to 6% of total sales of tuition courses

Stats Perform

Dec 2021 – Sep 2022

Data Analyst

- Qualitatively identifying, and interpreting elements in rugby matches using analysis software ‘Gamelens Pro Coding’
- Working in a fast-paced, high-pressure environment with a team to quantitatively analyse and distribute collected statistics appropriately and ensure complete data accuracy
- Contributed to a 15% increase in reserve-grade data collection by learning and adeptly performing multiple roles (master-coding and off the ball-coding) during analysis

EXTRACURRICULARS/ PROJECTS

Morgan Stanley x UBS x AmplifyMe Finance Simulation

Apr 2024 – Apr 2024

Sales & Trading and Asset Management Competition

- Participated in a sophisticated trading simulation developed in collaboration with leading financial firms, designed to mirror the intense and fast-paced environment of sales trading and asset management roles
- Utilised proprietary simulation tools to analyse market trends, manage risks, execute trades by drawing on real-time news feeds and market data to inform strategy development and execution
- Displayed strategic trading acumen by achieving the 4th highest trading PnL of \$662.2k in a rapid sales trading simulation, reflecting high-calibre trade execution skills, risk management and the ability to navigate and capitalise on simulated market volatility
- Demonstrated exceptional investment strategy and decision-making skills by growing an initial \$20 million fund to a leading \$32.225 million portfolio value out of 40 participants in an asset management simulation designed to replicate real world market fluctuations

Statistical Arbitrage/Positive EV Modelling Project

Mar 2023 – Sept 2023

Personal Project

- 30.73% profit on turnover (as of 30/08/23), 89% bonus cash conversion rate
- Leveraging expected value theory, 'Law of Large Numbers', Buchdahl's 'Wisdom of the Crowds' theories to construct quantitative models that exploit bookmaker pricing models in order to obtain a profit
- Ascertained true value of different betting markets through analysing betting exchange price spread
- Employed a comprehensive approach to risk management by formulating stake sizes using Kelly Criterion formulas and an empirical analysis of historical wagers and ongoing profit/loss trends
- Hard-coded Excel spreadsheet to improve organisation and efficiency of formula calculations (provided upon request)

University Network of Investing and Trading

Feb 2022 – Dec 2022

Publications Subcommittee

- Primary objective of maintaining the external face of UNIT through creating various publications
- Conducting extensive research to create a weekly 'Market Wrap' to connect students to financial information and updates on recent financial and economic news
- Writing and editing a fortnightly newsletter, 'The Dividend', to connect students to employment opportunities and connect to our sponsors through various social media platforms

UNSW Microfinance Consulting Group (UMCG)

Feb 2022 – May 2022

Project Consultant – Project Cycle 1 2022

- Participating in weekly training workshops, presenting solutions for case studies on a fortnightly basis
- Conducted analysis of the Australian online streaming market to identify market share, consumer trends, profitability and identify markers of competitive advantage for Netflix
- Presented a solution for a case study concerning Netflix's declining profitability in Australia – focusing on prevalent issues of password sharing, new competitors in the online streaming market, increasing debt to fund exclusive content to finally propose a cheaper ad-based subscription tier to generate advertisement revenue