Bhavya Goyal

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EXPERIENCE

KPMG (KGS – UK Research & Insights) ⸻ Delhi, India
Business Associate ⸻ *Apr 2025 – Present*
- Performed deep-dive market research using financial statements, macroeconomic indicators, and proprietary datasets to design sector-specific go-to-market strategies.
- Developed financial models for portfolio optimization and data-driven forecasting, enhancing decision-making for leadership.
- Produced high-impact client-ready deliverables — executive presentations, dashboards, and reports — tailored to partner and account needs.

Federal Bank ⸻ Delhi, India
Officer – Junior Management Grade 1 ⸻ *Oct 2024 – Mar 2025*
- Optimized capital market operations within RBI & SEBI frameworks, ensuring timely execution of high-value transactions.
- Managed PIS compliance, capital market settlements, and depository services for domestic & cross-border investments.
- Streamlined back-office systems to reduce settlement risk and improve compliance tracking.

Lufthansa German Airlines ⸻ Delhi, India
Business Development Intern ⸻ *Jun 2023 – Aug 2023*
- Built high-impact lead pipelines, enabling strategic market entry and expansion.
- Closed 7 enterprise-level deals worth 1.4 crore, leveraging data-backed negotiation strategies.
- Strengthened client relationships through targeted engagement and solution-based selling.

Credain – Global Banking Simplified ⸻ Remote
Finance Intern ⸻ *Dec 2022 – Feb 2023*
- Conducted market research and financial analysis to identify investment opportunities and risk factors.
- Designed portfolio optimization models, improving forecast accuracy and investment return analysis.

Chegg Inc. ⸻ Remote
Subject Matter Expert – Business & Operations Mgmt ⸻ *Sep 2020 – Dec 2020*
- Delivered 98%+ accurate solutions to business and operations management queries, meeting stringent academic standards.

EDUCATION

University School of Management & Entrepreneurship ⸻ 2022 – 2024
MBA – Finance & Analytics ⸻ *CGPA: 7.08 / 10*
- Key Courses: Predictive Analytics, Financial Risk Management, Investment Banking, Database Management, Python Programming.

Deen Dayal Upadhyaya College, University of Delhi ⸻ 2018 – 2021
B.Com (Hons.) ⸻ *CGPA: 6.97 / 10*
- Key Courses: Financial Accounting, Cost Accounting, International Business, Ethics & Governance.

AWARDS & POSITIONS OF RESPONSIBILITY

- **McKinsey Forward Program** – Trained in adaptability, resilience, problem-solving, and communication for impact.
- **World Bank Youth Summit Delegate** – Engaged with policymakers on climate action, digital transformation, and creative industries.
- **Stanford Code in Place 2025** – Built Python applications and final capstone integrating programming fundamentals.
- **CBSE Merit Certificate** – Top 0.1% nationwide in Class 10 subjects.
- **IYNA Neuroscience Program** – Completed intensive modules on neurodevelopment, cognition, and disease.

SKILLS & INTERESTS

Tools/Tech: Excel (Advanced), Python (Pandas, NumPy, Matplotlib, Scikit-learn), SQL, Power BI, Tableau, Bloomberg Terminal

Languages: English, Hindi

Interests: Financial markets, economic policy, applied data analytics, travel, public speaking

PROJECTS

Portfolio Optimization Model
- Developed Python-based model applying mean-variance optimization for diversified equity portfolios, integrating live market data APIs.

Banking Operations Dashboard
- Created a Power BI dashboard visualizing settlement times, PIS compliance metrics, and cross-border investment flows.

Market Research Automation Tool
- Automated sector-specific market scanning using Python (BeautifulSoup, Pandas) to consolidate industry news, financial ratios, and competitor positioning.