

DEVANSH BAFNA

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EDUCATION

Loyola Marymount University — B.A., Econometrics & Quantitative Economics

Los Angeles, CA | May 2026

Coursework: Econometrics, Statistics, Financial Economics, Microeconomic Theory, Macroeconomic Analysis

TECHNICAL SKILLS

SQL: Joins, subqueries, GROUP BY/HAVING, CASE; built and queried a DuckDB star-schema warehouse (DBeaver) • **Python:** Pandas, NumPy — data cleaning, transformation, ETL scripting, process automation

Excel: PivotTables, VLOOKUP/INDEX-MATCH, data validation, financial models, dashboards • **Tableau:** Multi-KPI dashboards, data storytelling

Other: DuckDB • CRM systems • Financial modeling & forecasting • Data cleaning & validation • Cross-functional communication

PROFESSIONAL EXPERIENCE

Sales & Marketing Analyst Intern — Devon Foods Ltd

Kochi, India | May 2025 – Aug 2025

- Analyzed 500+ customer survey responses in Excel to identify demand patterns, informing pricing and launch timing for 2 new products
- Prepared performance reports and presented data-driven recommendations to senior leadership across cross-functional teams

Sales Operations Intern — Zappyhire

Remote | May 2024 – Jun 2024

- Built and managed a CRM database of 1,200+ leads across 4 markets with deduplicated, pipeline-stage tracking
- Researched 30+ target accounts across 5 industry segments to focus outreach; supported closing 3 enterprise clients

Production & Operations Analyst Intern — Devon Foods Ltd

Kochi, India | May 2023 – Aug 2023

- Analyzed production costs across 3 product lines in Excel; identified raw-material waste, driving a 12% reduction in per-unit cost
- Partnered with 8 supervisors across production, quality, and R&D to translate findings into operational changes

Investment Research Intern — Hedge Finance

India | May 2022 – Jun 2022

- Analyzed financial data on 10+ companies across 3 sectors — revenue, margins, cash flow, and competitive positioning
- Delivered 6 research summaries and 2 presentations to senior management with actionable takeaways

Data Analyst Intern — Mindcurv

India | May 2021 – Jul 2021

- Cleaned and validated 50,000+ records in Excel and Python, automating recurring manual steps to cut reporting turnaround
- Built 4 Tableau dashboards tracking 15+ KPIs for client projects across digital commerce and business operations

PROJECTS & RESEARCH

Sales Data Pipeline & Analytics — Global Spice Exporter

2026

- Built end-to-end analytics pipeline: Python scripts to parse/clean Tally ERP exports → DuckDB star schema → SQL analysis in DBeaver
- Surfaced revenue trends, customer concentration, and product-mix insights across dozens of export markets to inform pricing strategy

Sales Incentive Scheme Analysis — Consumer Foods Sales Team

2026

- Modeled 3 incentive structures for a 91-person field team and recommended a hybrid scheme that rewarded incremental volume at lower total cost

Independent Equity Research

2021 – Present

- Pull financial data, build valuation models in Excel, and track macro indicators — 40+ companies covered across 8 sectors

CERTIFICATIONS

Intro to SQL (Kaggle) • Excel Fundamentals (Corporate Finance Institute) • Entrepreneurship in Emerging Economies (Harvard/online)