

# RISHAB KARIYA

Gandhidham, Gujarat | [rishabkariya.github.io](https://rishabkariya.github.io)

## PROFILE

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B.Com graduate with a first-principles approach to analytical problem-solving and systems thinking, combined with AI-native workflows. Thorough understanding of full-cycle accounting, manufacturing costing, FP&A, shipping and freight analytics, and financial markets. Self-taught in Python, Excel, data pipelines, and currently developing proficiency in Power BI and other analytical tools.

## PROJECTS

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### Shipping & Freight | React · Excel [Link](#)

- **Freight Rate & Margin Model** -- Freight forwarding P&L model forecasting revenue, variable costs, and profitability across scenarios, with breakeven, sensitivity analysis, and per-TEU unit economics for pricing and decision-making.
- **Import-Export Flow Visualizer** -- Interactive Incoterm-based shipment flow showing cost ownership, risk transfer, parties, and documents at each stage
- **Freight Forwarder Dashboard** -- Operational dashboard tracking shipment status, documentation tasks, route-level pricing, and gross profit
- **Exim documentation Tracker** -- Exim documentation tracking dashboard for monitoring shipment status, freight routes, compliance documents, transit progress, and operational bottlenecks.

### Financial Modelling | Excel · NPV · Var [Link](#)

- **Machine Investment Model (in progress)** -- Capex decision model with cash flow forecasting, ROI, payback period, and sensitivity analysis
- **3-Statement + Cash Flow Model** -- Integrated 3 statement P&L, Balance Sheet, and Cash Flow with scenario analysis with dynamic linking
- **Investment Risk Dashboard** -- FAANG portfolio vs SPX benchmark; Beta, STDEV, Treynor ratio, VaR at 95% & 99% confidence

### Dashboards & Automation | React · Recharts · Python · pandas [Link](#)

- **B2B CRM Dashboard** -- Lead quality, funnel health, and rep performance tracking across complex sales cycles
- **Strategy Backtest Dashboard** -- Crypto backtest tool with parameter heatmap, equity curve, drawdown chart, and rolling Sharpe
- **HR Analytics Dashboard** -- Attrition tracking, hiring funnel efficiency, and early attrition pattern detection

## WORK EXPERIENCE

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### Sales Coordinator – Mis executive | STC Infra Trade Industries Pvt Ltd (Patanjali Salt) *Nov 2021 – Jan 2023*

- Coordinated pan-India salt distribution across 6 states - 100+ distributors, stockiest, industrial buyers, marketing team and army tender supply chain
- Managed full order lifecycle - quotations, POs, rake availability, warehouse coordination, and payment follow-ups via call, email, and WhatsApp
- Built and owned monthly MIS - tracked dispatch volumes, PO fulfilment, and pipeline; reconciled end-of-month and submitted report to HO

### Back Office Executive | Sharekhan (Sub-Broker)

*Aug 2021 – Nov 2021*

- Processed client KYC documentation, account opening forms, and trade order punching in trading platform
- Gained exposure to equity markets, brokerage operations, and financial product documentation

## EDUCATION

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**BCom (Accounting and statistics)** - Tolani Institute of Commerce, Adipur

*April- 2026*

**12th Commerce** - Excelsior School, Adipur

*April- 2023*

**10th SSC** - Christ High School, Mumbai

*March- 2020*

## SKILLS & TOOLS

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<b>Accounting</b>	Tally Prime · Financial Statements · Cost Accounting(basics)
<b>Analytics</b>	MS Excel (intermediate) Power BI · FP&A Modelling · Variance Analysis · MIS Reporting
<b>Shipping</b>	EXIM Documentation · Incoterms 2020 · BL / SI / VGM / Shipping Bill · Freight Rate Analysis
<b>AI &amp; Automation</b>	Antigravity · Codex · Python Automation · LLM Orchestration · n8n · Ollama
<b>Technical</b>	Python (basics) Web Scraping · SQL (basics) Data Pipelines · GitHub
<b>Languages</b>	Hindi (native) · English (professional)

## CERTIFICATIONS

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<b><u>Microsoft Excel Expert (MO-201)</u></b>	2025
Microsoft   Shareable Certificate	
<b><u>Financial Engineering and Risk Management Specialization</u></b>	2024
Coursera · Columbia University	
<b><u>Investment Risk Management</u></b>	2024
Coursera	
<b>Deep Learning Fundamentals</b>	2025
Certificate	

## ADDITIONAL

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- Built automated crypto market-making bot using Python and AWS - managed live trading on Binance/Bybit with meaningful returns
- Available to join immediately