
PARIKSHIT RUMI GUHABISWAS

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Profile

Highly motivated and passionate individual with vital experience in investment for the tech ecosystem, Business Development and an expert in creating exponential value for companies.

Education

Webster University, MBA (Finance), 2014-2016

Teesside University , BA(Hons) Business Management, 2010-2013

Experience

Co-Founder and CBO at Pymlo Accounting, Bangkok, Thailand (Jan,2016-Aug 2016)

Created the foundation structure for the company to grow and move forward. Was responsible for partnerships for Pymlo to increase traction and growth. I was the primary source of marketing for the company and creating brand value. I was also the solely responsible for sales and doing market research to guide the decision for the company.

Entrepreneur in Residence at TechGrind Incubator & Venture Capital, Bangkok, Thailand (2015-2016)

My primary role was to Mentor and Advice new startups and provide them with support and expertise for them to grow. These included connecting them with market players, Providing business development advice, Marketing advice, Helping them with CAP table for fundraising. My success in this role came from the ability to network with the main influencers in the SEA ecosystem, Always keeping an eye on the market news in the region and following trends developing in the technology industry.

Founder at Craft Syndicate (2014-2015)

Was founder for the first online platform for B2B sales of Beers in SEA. After successful execution and growth we exited for undisclosed sum in October 2015.

Senior Investment Analyst at @2715, Newcastle, UK (2009-2013)

My primary role was market trend analysis, and investment trends in the EU tech ecosystem. Performing valuation for potential companies looking for investment. Putting together potential investment opportunities for the company portfolio based on market data and indication markers. My main responsibility was to bring forth investment opportunities with high ROI for the company.

Projects

Startup Thailand 2016- Was responsible for 1200+ engagements with customers and having 48% conversion rate. Sourcing integration partners for Pymlo and locking down various sales channels for Pymlo

Thailand International Banking Summit- Through my Value creation Pymlo was invited for their fintech Showcase where I was successful with closing a Deal in Progress with TMB Bank.

Techstar Thailand startup Week- With my experience I am also extremely immersed in the Thai Tech ecosystem due to which I was approached by Techstars which is the worlds biggest startup accelerator to help host the their start up week in bangkok. I was one of the main organizers and was also solely responsible for creating content and workshops for the Development and Funding track.

Create@Alibaba Cloud Startup Contest –CACSC - Thailand Champions hosted by True IDC and represent Thailand at the Regional Finals in Singapore.

Education

Teeside University, Middlesbrough, England (2013)- BA(Hons) Business Management

Webster University, St Louis, MO, USA (2016)- MBA with Emphasis on Finance

Certification

CFA level 1

The Investment Management Certificate (IMC) unit 1 -CFA UK

Chartered Management Institute (CMI) -Member (MCMI)
