Manish Hariyani

+61 430 805 565 | manishvhariyani@gmail.com

CAREER PROFILE

A stock market analyst/trader, business analyst/store manager, application officer and software engineer with a passion for data analytics and technology. I am keen to transfer my successful business skills, government service knowledge and technical skills to the data analytics industry. Having recently completed a course Data Analytics with Python at University of Melbourne has enabled me to build skills and knowledge in data analytics concepts, tools used for data analysis/data visualisation and benefits of using Python programming language for data analysis and data science.

My strong technical, problem solving, attention to detail, communication and risk management skills, as well as the ability to build trust and credibility, are the foundation of my success, and I believe these are highly transferable to data analytics. My career has always required me to provide a customised and individual treatment to my clients which was based on their specific situations and requirements. I am excellent in establishing rapport with diverse clients while handling complex business issues. I remain level-headed and calm with the ability to triage and resolve business problems in stressful situations. I am a dedicated team player with the ability to partner with stakeholders to plan and execute strategies and mitigate risks.

KEY SKILLS

- **Collecting and interpreting data** about specific topics of importance to the business. Mining data from primary and secondary sources, then reorganising said data in a format that can be easily read by either human or machine.

- **Analysing results, problem solving and reporting** the findings back to the business. Using statistical tools to interpret data sets, paying particular attention to trends and patterns that could be valuable for diagnostic and predictive analytics.

- **Identifying and interpreting trends or patterns in complex data sets**. Demonstrating the significance of their work in the context of local, national, and global trends that impact both their organisation and industry.

- **Developing strategies to optimise the quality of statistical results**. Preparing reports for executive leadership that effectively communicate trends, patterns, and predictions using relevant data.

- **Maintaining databases**. Designing and maintaining data systems and databases; this includes fixing coding errors and other data-related problems. Creating appropriate documentation that allows stakeholders to understand the steps of the data analysis process and duplicate or replicate the analysis if necessary

- **Teamwork** Collaborating with programmers, engineers, and organisational leaders to identify opportunities for process improvements, recommend system modifications, and develop policies for data governance.

SYSTEMS & APPLICATIONS

- Programming Languages: Python, C, C++, C#, Java, PLSQL, Perl.
- Web Technologies: HTML, ASP.NET, PHP, VBScribt, Java Script.
- Modelling Language: Unified Modelling Language(UML).
- Operating Systems: Windows, Mac OS, Linux.
- Database: MySQL, Oracle, Microsoft SQL, Microsoft Access, PostgreSQL.
- Tools: Jupyter Notebook, Spyder, GitHub, Tableau, Weka, Power Bi, Azure, Rational Rose, Netbeans, Visual Studio, Microsoft Office suite, Google suite, Wireshark, Snort.
- Communication tools: Slack, Zoom, Skype, Microsoft Team and Cisco Webex Meetings.
- Very capable of installing, troubleshooting, and configuring networking devices such as routers and switches.

Achievements

- Achieved 92% in a recent course, Data Analytics with Python, from University of Melbourne.
- Achieved recommendation certificates, from CQUniversity, for achieving top marks at university level in following courses: Data Mining, Database Development & Management, System Development, Security Ethics & Electronic Commerce Systems, Digital Telecommunication & Networks, and Information Systems Project Planning & Management.
- Attained High Distinctions in courses like Web Applications for Business and Network Security at CQUniversity and courses like Programming Paradigm and Computer Networks & Information Security at DA-IICT University.
- Accomplished Distinctions in courses like Knowledge Management and Electronic Crime & Digital Forensics for Business at CQUniversity and in various courses related to Software Engineering , Programming and Mathematics at DA-IICT University.
- Operated a successful business for 9 years, by staying involved and improving day to day operations while working in the business, grew the sales by 83%. Also, by developing and implementing various plans and strategies while working on the business, increased profitability by 133%.
- Sourced qualified candidates utilising various web technologies, social media, resume databases and referrals from networking events while reducing the hiring costs by 35%.
- Participated in community affairs to increase branch visibility and to enhance new and existing business opportunities.
- Provided a superior level of customer relations, promoted the sales and service culture through coaching, guidance, and staff motivation.

QUALIFICATIONS & CERTIFICATIONS

Diploma of Share Trading with Forex/CFD	Wealth Within Institute	2023
Data Analytics with Python	The University of Melbourne	2022
Master of Information Systems	Central Queensland University, Sydney	2012
Master of Information Technology	DA-IICT, Gandhinagar, India	2009
Bachelor of Information Science	NVPAS, Vallabh Vidhyanagar, India	2007

CAREER SUMMARY

Stock Market Analyst/Trader	Self Employed	2020 - 2023
Business Analyst/Franchisee	Domino's Malvern	2013 - 2022
VISA Application Officer	VFS Global, Sydney and Melbourne	2012 - 2014
Manager	Domino's Five Dock	2010 - 2013
Software Engineer	Vmukti Solutions Pty Ltd	2009 - 2010

RELEVANT EMPLOYMENT HISTORY

Stock Market Analyst/Trader   **Self Employed**   **2020 - 2023**

Analysing stocks and market movements, using python and other technical tools, for developing strategies and trading.

Responsibilities

- Utilizing Python, APIs and various analysis tools to collect data and perform backtesting on trading strategies.
- Proficiently creating dashboards, reports, and maintaining trade records using Tableau and Excel.
- Analyzing dashboards and reports to assess performance, troubleshoot issues, and optimize trading strategies.
- Analyzing stocks and financial market data to inform decision-making and portfolio management.
- Applying price, pattern, and time analysis to predict stock and market movements.

- Developing profitable trading strategies while managing and mitigating risks in compliance with market regulations.

Business Analyst/Franchisee   **Domino's Malvern**   **2013 - 2022**

I was accountable for business analysis, store operations and compliance, and responsible for growth and development of the business.

Responsibilities

- Analyzed customer and sales data, leveraging APIs, Excel, Power BI, and Tableau for impactful reports and visualization dashboards.
- Utilized data insights, including the analysis of demographic trends, to drive targeted coupon campaigns and achieved a 15% increase in annual revenue.
- Optimized inventory management, reducing waste and increasing profitability by 10%.
- Enhanced customer satisfaction through feedback analysis, improving Net Promoter Score (NPS).
- Streamlined operations, aligning with industry benchmarks and reducing costs by 12%.
- Implemented data-driven marketing strategies, achieving a 20% ROI increase and heightened brand awareness.
- Engaged with the community, boosting visibility and customer acquisition.
- Maintained high-quality standards, enhancing food safety and customer satisfaction.
- Developed accurate financial forecasts and budgets, achieving financial goals.
- Managed daily operations, including bookkeeping, quality control, and compliance.
- Prioritized customer satisfaction, achieving high levels of service.
- Oversaw personnel recruitment, training, and development.

Application Officer   **VFS Global**   **2012 – 2014**

World's largest visa outsourcing and technology services specialist for governments and diplomatic missions worldwide.

My duties were to provide VISA, Passport, Police Clearance and Driver's License related services to applicants.

Responsibilities

- Analyzed visa applications for completeness and compliance.
- Verified authenticity of applicant documents and flagged potential fraud.
- Ensured data privacy and security in compliance with regulations.
- Stayed updated on visa requirements and enforced regulatory compliance.
- Interpreted applicant data for informed decision-making.
- Conducted quality control checks and maintained processing records.
- Communicated with applicants and tracked performance metrics for process improvement.

Software Engineer   **Vmukti Solutions Pty Ltd.**   **2009 - 2010**

A developing company building software and hardware products for Cloud based video streaming, e-surveillance, meeting, and e-learning.

I was part of the team developing an open-source IP communication suite – Vmukti available on sourceforge.net.

Responsibilities

- Conducted extensive research on VOIP devices and technologies.

- Developed Audio-Video conferencing software using Session Initiation Protocol.

- Developed Interactive Voice Response System for the IPPBX of Vmukti using C# on the .NET framework.

REFERENCES
Available upon request.

APPENDIX

PROJECTS

Project Title: Data-Driven Sales Growth Strategy   **Duration:** Regular analysis of monthly data

Description: Led the development of a data-driven strategy to boost sales of retail business, leveraging customer and sales data alongside demographic trends.

Key Achievements:

- Analyzed customer and sales data.
- Employed Excel for data analysis.
- Designed interactive Tableau dashboards, featuring heat maps and correlation matrices.
- Formulated targeted coupon campaigns.
- Conducted A/B testing to evaluate campaign effectiveness.
- Achieved significant sales growth through data insights.

This project demonstrated proficiency in data analysis, visualization, and strategic planning to drive sales in a dynamic retail environment.

Project Title: Real-Time Stock Analysis Algorithm   **Duration:** 3 Weeks

Description: Developed an algorithm to identify top-performing stocks in real-time using data from Google Finance.

Key Achievements:

- Designed and implemented an algorithm based on predefined rules and criteria.
- Integrated live data from Google Finance for up-to-date analysis.
- Established performance metrics and rule-based analysis for stock selection.
- Created a user-friendly interface for stock recommendations.
- Conducted rigorous testing and validation.
- Presented results effectively to stakeholders.

This project highlights expertise in real-time data analysis, algorithm development, and data-driven decision-making in the dynamic stock market and financial services environment.

Project Title: Connect Square AI Implementation   **Duration:** 1 Month

Description: Implemented an AI-based game called "Connect Square" as part of the Data Analytics with Python course at the University of Melbourne. The game is a modified version of Connect Four, where the objective is to create a 2 x 2 square of four discs of the player's own color. Responsibilities included developing essential functions for game mechanics, such as updating the game state, determining game winners, and creating a heuristic function for AI decision-making. Successfully applied Python programming skills and problem-solving techniques to complete the project.

Key Achievements:

- Developed Python functions for game mechanics, scoring, and AI decision-making.
- Applied heuristic evaluation to assess game states and make strategic AI moves.
- Scored an impressive 37 out of 40 marks, reflecting strong performance and mastery of project requirements.
- Demonstrated proficiency in Python programming, algorithm design, and logical thinking.

This project showcases strong analytical and programming skills, along with an ability to develop AI strategies for solving complex gaming scenarios, and attaining a high score highlights the quality of work delivered.

Project Title: Energy Consumption Prediction Models   **Duration:** 1 Month

Description: Data Science Project at the University of Melbourne, led a team of 4, in building two predictive models:

Key Achievements:

- Developed a model to predict maximum daily energy usage based on historical weather data.
- Created a model to forecast the maximum daily price category for energy based on weather data.
- Used correlation, clustering, regression and classification techniques to build models.
- Evaluated the effectiveness of these models and provided data-driven insights.
- Conducted data wrangling, aggregation, and analysis to work with real-world weather and energy datasets.
- Effectively communicated results and findings in a concise report, utilizing data visualizations.
- Scored an impressive 36 out of 40 marks, reflecting strong performance and mastery of project requirements.
- Demonstrated practical data science skills, including data preprocessing, modeling, and evaluation techniques.

This project showcases strong teamwork, data wrangling, modeling, and communication skills in the field of data science.