

# Rishi Kilaje

Multi-skilled IT & Sales professional with over 5 years' experience in Solutions Development, Sales Operations, plus 2 years driving growth as a Start-Up Founder & Marketing Strategist.

📍 British Columbia, Canada

📞 +1 (236) 302 4093

@ [me@rishikilaje.com](mailto:me@rishikilaje.com)

🌐 <https://rishikilaje.com>

## Skills

### Full-Stack Web Development

HTML5, CSS3, JavaScript, Django, UI/UX Design, SQL

### Software & Automation Development

Python, Tkinter, Java, C, VBScript

### Sales Operations

Account Management, Coordination & Revenue Growth

### Marketing Strategy

SEO, Google Ads & Social Media Strategy

## Awards

### A&W Supplier Award

A&W Food Services of Canada Inc.

Since 2020, Jones Food Store Equipment has consistently been recognized with A&W's Supplier Award of Excellence for Performance & Service, earning the highest ratings in company history.

### Dean's Honour List

Vancouver Island University

Awarded the Deans' Honour List for achieving a GPA of 3.8 and 3.9 (out of 4.0) in 2018 and 2019 academic years respectively.

## Languages

English, Hindi, Japanese

## Experience

### Jones Food Store Equipment Ltd. (Full-Time)

Nov 2019 - Present

Sales Operations Specialist & IT Solutions Developer

Burnaby, BC, Canada

🔗 <https://jonesfood.com/>

Managed a nationwide franchise account, driving over \$3M in annual sales growth. Designed custom applications and automated workflows that saved 120+ staff hours annually, enhanced cross-departmental efficiency, and ensured seamless adoption of new systems.

### PySigns | OrderOrBook (Self-Employed)

July 2022 - Present

Founder & Marketing Strategist

All Canada

🔗 <https://pysigns.com/>

Founded and manage a cloud-based digital signage platform (PySigns) tailored for restaurants and businesses. Lead digital marketing efforts including Google Ads and social media, for multiple clients, while overseeing performance and strategy. Currently manage 50+ ongoing customers across signage and marketing services.

### RGIS Canada (Part-Time)

May 2019 - September 2019

Inventory Specialist

Nanaimo, BC, Canada

🔗 <https://www.rgis.ca/>

## Education

### British Columbia Institute of Technology

2023 - Present

Computer Systems Certificate

Part-Time

### Vancouver Island University

2018 - 2019

Graduate Certificate in Business - Business Administration

Full-Time

### Vancouver Island University

2018 - 2018

Post Degree Diploma in Business - Management & Marketing

Full-Time

## Projects

### PySigns

2024 - Ongoing

A next-level, cloud-based digital signage startup designed to help restaurants and businesses.

### Shipping & Receiving WebApp (at Jones Food Store Equipment)

2024 - Ongoing

A web-based application designed to streamline and digitalize shipping and receiving processes.

### Applications (at Jones Food Store Equipment)

2023 - Ongoing

Applications made for multiple users across departments to improve work efficiency.

### Dashboards & Trackers (at Jones Food Store Equipment)

2019 - 2021

Developed a suite of Excel tools using VBScript and Power Query to support sales, shipping, and operations.

### Automation & Data Tools (at Jones Food Store Equipment)

2019 - Ongoing

Built automation tools and data solutions using Python, Excel, and MS Access to streamline operations.