

Emil Shakirov

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Profile

Investment analyst (VC / M&A) with experience in evaluating pre-seed/seed stage startups (B2B SaaS, EdTech, HRTech, AI) and deal execution. Building financial models (unit economics, cohorts, DCF/WACC), preparing investment materials, and automating processes using Python and AI.

Experience

Internet Initiatives Development Fund (IIDF) — Senior Investment Analyst

(June 2023 — Present) Full-time

- Analyzed ~450 startups (B2B SaaS, EdTech, HRTech, AI): initial screening, market/competitive research, market sizing (TAM/SAM/SOM), team assessment and business metrics analysis.
- Prepared and presented ~20 investment proposals to the board of directors (investment memos, financial calculations, Q&A); all ~20 projects received investment approval.
- Built financial models in Excel: unit economics, cohort analysis, LTV/CAC, scenario analysis; evaluated fund returns under various deal parameters and structured non-standard proposals (including mezzanine).
- Managed portfolio deals: attracting external investors, follow-on investments, restructuring terms, option programs; participated in negotiations with founders and corporate agreement terms.
- Developed a local AI agent to accelerate project analysis (Python, Docker, SQLite, OpenAI API; RAG): automated financial reporting and ownership structure verification (Federal Tax Service API), market/competitor reviews, call transcription, task assignment based on project communication.

RBM Group (M&A) — Investment Analyst

(October 2024 — July 2025) Part-time

- Participated in 7 sell-side projects: financial modeling, data and document consolidation into a unified model.
- Built DCF models and calculated WACC for companies with revenue from 300M+ RUB.
- Prepared investment materials (teasers, presentations, one-pagers) for investors/buyers; produced some materials end-to-end independently.
- Participated in preparing Khimmed for IPO (SPB Exchange): contributed to developing the financial model for new production infrastructure.

Education

HSE University, ICEF — Economics and Finance

(Graduation: 2026)

Courses: corporate finance, asset valuation, econometrics, statistics, quantitative methods in finance, accounting, auditing fundamentals.

Skills

Finance: investment memo/IC materials, market sizing (TAM/SAM/SOM), unit economics, cohort analysis, LTV/CAC, DCF, WACC, sensitivity/scenario analysis, customer development

Hard skills: Python, SQL (Postgres, MySQL), Linux, Docker, n8n

Office: Excel (Pivot Tables, basic VBA), PowerPoint

Languages: English — C1 (IELTS 7.5), Russian — native

Projects

- Call recording, transcription and summary service
- Trading AI agent (paper trading; up to 5 stocks)
- VPN service via Telegram bot (project closed in compliance with Russian legislation)

<https://emilshakirov.ru> — link to the current resume