Emil Shakirov

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PROFILE

Investment analyst (VC / M&A) experienced in evaluating pre-seed/seed startups (B2B SaaS, EdTech, HRTech, AI) and executing deals, combining hands-on financial modeling (unit economics, cohorts, DCF) and investment-materials preparation with process automation built on Python and AI agents.

EXPERIENCE

Internet Initiatives Development Fund (IIDF) — Senior Investment Analyst
(June 2023 — May 2026) Full-time

- Analyzed ~450 startups (B2B SaaS, EdTech, HRTech, AI): initial screening, market research, market sizing (TAM/SAM/SOM), negotiations with founders.
- Prepared and presented ~20 investment proposals to the board of directors (investment memos, financial calculations, Q&A); all ~20 projects received investment approval.
- 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 of shareholders' 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.

Aspring Capital (M&A)
(May 2026 — July 2026) Full-time

- Independently sourced 2 prospective clients and initiated mandate discussions.
- Conducted industry research for investment materials: market sizing, competitive analysis.
- Contributed to investor pitch decks: equity story and a mapped list of potential buyers with synergy rationale.
- Sell-side origination: built longlists of prospective mandate targets.

RBM Group (M&A) — Investment Analyst
(October 2024 — Present) Part-time

- Developed automated company search and analysis using autonomous AI agents.
- Participated in 7 sell-side projects; prepared investment materials (teasers, presentations, one-pagers) for investors/buyers.
- 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

PERSONAL PROJECTS

- **AfterCall** — service for call recording, transcription, agenda preparation, and summarization.
- **NewsTraderAI** — trading AI agent driven by news semantics and financial indicators, built within the Sber GigaChat program (paper trading; up to 5 stocks). Recognized as the best implementation in the cohort.
- **SR VPN** — VPN service delivered via Telegram bot, 150+ users (closed in compliance with Russian legislation).
- **CheckAI** — Telegram bot for legal-entity information and company lookups: @fincheckaibot

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