

Emil Shakirov

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Profile

Investment analyst (VC / M&A) with experience evaluating pre-seed/seed startups and supporting deals end-to-end. I build financial models (unit economics, cohort models, DCF/WACC), prepare investment materials, and automate workflows using Python and AI.

Experience

Internet Initiatives Development Fund (IIDF) — Senior Investment Analyst

(06.2023 — present) Full time job

- Reviewed ~450 startups (B2B SaaS, EdTech, HRTech, AI): initial screening, market/competitive research, market sizing (TAM/SAM/SOM), analysis of team materials and business metrics.
- Prepared and defended ~20 investment proposals at the board / IC level(memos, calculations, Q&A); investment decisions were approved for all ~20 projects.
- Built Excel financial models: unit economics, cohort analysis, LTV/CAC, scenario & sensitivity analysis; assessed fund returns under different deal parameters and structured non-standard terms (incl. mezzanine).
- Supported portfolio deals: attracting co-investors, follow-on investments, restructuring terms, option programs; participated in negotiations of shareholders'/corporate agreement terms.
- Developed a local AI agent to speed up project analysis (Python, Docker, SQLite, OpenAI API; RAG): automated checks of financial statements and ownership structure (via Russian Tax Service API), market/ competitor research, call transcription, and auto-generated analysis tasks based on communication with startups.

RBM Group (M&A) — Investment Analyst

(10.2024 — 07.2025) Part time job

- Participated in 7 sell-side projects: financial modeling, consolidation of data and documents into a single model.
- Built DCF models and calculated WACC for companies with revenue from 4M USD.
- Prepared investment materials (teasers, presentations, one-pagers) for investors/buyers; delivered some materials end-to-end.
- Contributed to preparing the issuer "Khimmed" for an IPO (SPB Exchange): participated in developing a financial model for building new production infrastructure.

Education

HSE University, ICEF — Economics and Finance (expected graduation: 2026)

Selected coursework: Corporate finance, Asset pricing, Econometrics, Statistics, Quantitative methods in finance, Accounting, Principles of audit.

Skills

Finance: investment memos / IC materials, market sizing (TAM/SAM/SOM), unit economics, cohorts, LTV/ CAC, DCF, WACC, sensitivity/scenario analysis

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

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

Languages: English — C1 (IELTS 7.5)

Projects

- Audio transcription service with speaker diarization
- Trading AI agent (paper trading; up to 5 stocks)
- VPN service via Telegram bot