



Roman Tyan

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Professional Experience

08.2022 – Present **Tetrees Consulting – Founding Partner**

Advisory and consultancy services including organization of business trips for SME companies. Soft-landing and localization of international companies interested in business opportunities in the Middle East region. Organized over 30 business trips in KSA, Oman and Qatar, helped over 50 companies to setup business in the region and find strategic partners and investors.

12.2020 – Present **[NRG Ventures](#) (USA) – Founder & Managing Partner**

Founder of a boutique venture fund with 11 invested companies with total value of over \$200m. NRG Ventures signed a strategic agreement with The Garage (KACST, MCIT) in 2023 on soft-landing and localization of international deep-tech startups in KSA.

11.2019 – 12.2021 **Advisory role in multiple companies**

Consulting startups on product, growth, business development, fundraising, scaling a business to the European and the US markets. Clients: Arrival (\$5B+ valuation), SumSub (leading KYC service), UVL Robotics (leading drone delivery company), Russian Quantum Center (business modeling and strategy for six deep tech startups), Movista, MyScooter and many others.

01.2019 – 02.2020 **[AnyWay.city](#) (Amsterdam) – Founder and CEO**

AnyWay - IoT platform for car sharing, bike sharing, e-scooter sharing. Started from scratch, organized a team, developed a prototype, raised investments, built partnerships with clients in the UK, Germany, France, Netherlands, Poland, Baltics. Featured as the most promising startup in IoT Tribe (London), Start Alliance (Berlin), McKinsey Digital (Berlin).

06.2018 – 12.2018 **[Carousel](#) car sharing (Moscow) – CEO**

Carousel (top-5 car sharing in CIS in 2018 with 500 vehicles). I developed and executed a growth strategy, restructured the whole operations team, managing of 57 people; organized a department of analytics, developed a real-time business operations dashboard via Telegram bot, improved the product based on the customer journey map, integrated several external tech solutions and built many partnerships with banks, leasing, service providers and traffic partners. As a result, we made the business profitable, increased user base 3x times w/o marketing budget, increased the fleet' size from 500 to 1000 cars and increased monthly revenue on 72%.

09.2015 – 02.2018 **[FortRoss Ventures](#) (Moscow) – Investment Director**

It is a top-tier US venture fund with \$230 mln under management. Organized from scratch the whole startup selection process, evaluation, portfolio management and built the administration structure of the fund. Responsible for all operations of the fund as well as business/product due diligence and closing the deals. Closed 14 new deals (\$35m+) and raised an additional \$25m for the second fund. Closed such deals like Uber, Gett, LendingHome, eToro, ThethaRay and others. 1100+ startups screened yearly. The companies managed in the fund are sold to Apple, McDonald's and went public (IPO).

09.2014 – 09.2015 **[RMI Partners](#) (\$500m VC fund) – Senior Manager**

05.2014 – 08.2014 **[HSE inc](#) (startup incubator) – Head of Innovations**

09.2012 – 05.2014 **[Amway](#) – Senior Business-Analyst**

06.2012 – 08.2012 **[Citigroup](#) – Internship, Equity Sales & Trading**

01.2011 – 08.2011 **[Deloitte](#) – Consultant, Financial Advisory Service**

Education

- 09.2012 – 06.2014 **New Economic School** - Masters in Finance
Venture Capital and Corporate Finance
- 09.2011 – 06.2012 **Higher School of Economics** - Applied Math and Informatics
Faculty of Applied Mathematics
- 09.2007 – 06.2011 **Moscow Institute of Physics and Technologies** - Applied Math and Physics
Faculty of Innovations and High Technologies

Additional Education

- 12.2019 **McKinsey Digital & BMW (Berlin)** - Special program for selected startups
- 11.2019 **Techstars Week (Tallinn)** - Special program for selected startups
- 11.2019 **Start Alliance by Berlin Partner (Berlin)** - Startup Acceleration Program
Intensive program for startups by Deutsche Bahn, VW, Porsche, EY, etc
- 10.2019 **Startup Germany tour by IHK (Düsseldorf)** - Startup Acceleration Program
- 05.2019 **Stanford Graduate School of Business (CA, USA)** - Venture Capital
- 02.2019 – 05.2019 **IoT Tribe UK (London, UK & Singapore)** - Startup Acceleration Program

Featured

- 02.2020 **MOVE UK (global leading transportation conference, London, UK)**
Speaker "Ensuring user safety and anti-fraud measures in car sharing"
- 12.2019 **McKinsey Digital & BMW (special workshop, Berlin)**
Top-5 speaker presented innovative technologies in mobility for top management of BMW

Volunteer Experience

- 01.2023 – Present **Startup mentor in the leading tech accelerators in the GCC**
(The Garage, KAUST, Hub71, Waed Saudi Aramco,..)
- 09.2015 – Present **Jury member, mentor, judge at startup competitions, conferences**
Web Summit, EMERGE, Techstars and the others mostly across Europe
- 09.2021 – Present **Alchemist Accelerator (San Francisco) – Mentor**
Startup mentor at World's Best Accelerator for B2B Startups
- 03.2020 – 05.2020 **Techstars Startup Weekend (Moscow) – Mentor**
Startups I consulted won the competition

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