

Suren Karapetyan

EDUCATION

Charles University

PhD in Economics and Finance

- Current Research Focus- Determinants of Startup Ecosystem Successes
- Teaching: FinTech and Blockchain, European Economic Integration, Institutional Economics

Oct 2023-current
Prague, Czech Republic

Armenian State University of Economics

Master's Degree, Innovation Economics

Sept 2021 – Feb 2023
Yerevan, Armenia

Armenian State University of Economics

Bachelor's Degree, Economics

Sept 2017 – May 2021
Yerevan, Armenia

Mykolas Romeris University

Erasmus+

2020

Vilnius, Lithuania

WORK EXPERIENCE

Startup Benefits EU

Product Manager

Launching Products

Jul 2023 – Present
Prague, Czech Republic

- Accelerator and Deal Alerts: Currently working on a product that uses Vertex AI and our enterprise data to analyze investor announcements, offering easy-to-read weekly updates and email alerts on upcoming opportunities.
- Startup Benefits Marketplace: Launched a platform where startups can offer discounts to other startups and receive discounts from those listed in our benefits database.
- Cost-Saving Platform: Enabled startup founders to **access over \$750,000** in potential cost savings through curated resources and partner networks.

Automation

- Used a no-code/low-code approach to build and launch our platform quickly. By assisting our early clients, Softr.io and Hexact.io, with their fundraising efforts (Softr.io **raised \$2.2M** and Hexact.io raised **\$350K**), we confirmed that no-code tools are crucial for success. This experience led us to adopt no-code/low-code development as a key strategy for our company, using Softr.io for rapid app development and Hexact.io for automating workflows, greatly enhancing our efficiency and cost-effectiveness.

Startup Fundraising

Product Manager

Jul 2022 – Jun 2023
Yerevan, Armenia

- Developed and managed a fundraising platform with a database of 40,000+ active investors worldwide, making it easier for startups to raise money.
- Simplified startup fundraising process using no-code tools, making it faster and more efficient.
- Worked with various startups, including **Uteach** (e-learning platform), **Prometai** (AI-driven workflow automation), **PayQin** (digital payments for African markets), **BeeGraphy** (3D modeling collaboration), **Hexact.io** (web monitoring and data extraction), and **Softr.io** (no-code web app creation).

Startup Benefits EU

Data Analyst

Nov 2021 – Jun 2022
Yerevan, Armenia

- Collaborated with the team to develop a unique decision-making methodology, driving the success of key projects for startups.
- Data-driven insights: Analyzed complex data sets and conducted competitive analysis, providing actionable recommendations that helped **Nextbike Croatia** and **Dash City** optimize their operations in various markets.
- Strategic market identification: Supported Nextbike Croatia in identifying hot spots for bike placements in Greece and Cyprus and worked with Dash City to identify strategic locations for e-scooters in Slovakia and North Macedonia.

SKILLS

Technical: STATA, LaTeX, Airtable, sofr.io, make.com, zapier.com, No-code/Low-code Development, AI Technology Integration

Strategic: Product Management, Market Research, Data Interpretation, Visualisation and Reporting, Partner Relationship Management, Strategic Insight Development

Languages: English, Russian, Armenian

WORK IN PROGRESS

Unicorn Exits and Subsequent Venture Capital Investments

Startup Visas and Entrepreneurial Success: Investigating Performance Outcomes

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