

SERGEY ASTRETSOV

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EDUCATION

CARNEGIE MELLON UNIVERSITY, TEPPER SCHOOL OF BUSINESS

Pittsburgh, PA

Master of Business Administration – MBA

05/13

- Concentrations: Entrepreneurship, Strategy, Marketing
- Clubs: Entrepreneurship and Venture Capital club
- Honors: Merit Scholarship Recipient

LOMONOSOV MOSCOW STATE UNIVERSITY

Moscow, Russia

Master of Science in Mathematics

GPA: 3.9/4.0

06/05

- Concentration: Computer Science
- Honors: Summa Cum Laude, Kolmogorov's excellent academic performance award

EXPERIENCE

CLASSROOM SALON (Carnegie Mellon University project)

Pittsburgh, PA

Research Intern (part-time)

03/12 – present

- Conduct market research and develop business plan to spin out Classroom Salon project, an online platform that improves educational experience through customized textbooks and in-class collaboration.

RUSNANO (Venture capital fund, \$5B under management)

Moscow, Russia

Associate (01/09 – 02/11), Chief Analyst (05/08 – 01/09), Analyst (12/07 – 05/08)

12/07 – 02/11

- Led all aspects of the investment process, including origination of new projects, comprehensive evaluation by developing business plans for potential investments, commercial and legal due diligence of target companies, deal structuring, negotiations. Presented projects to the Investment Committee.
- Managed launched projects, participated in portfolio companies' auditing and management committees, and administrated their board meetings.

Closed deals:

- Optogan Group, a vertically integrated light-emitted diode (LED) manufacturer with facilities in Germany, Russia, and Finland. Two investment rounds with total financing over \$170M in Jun 2009 and Feb 2011.
- New Solar Stream JSC, a solar cell producer. Closed first of three investment rounds, \$200M, Apr 2010.
- Erbitech JSC, Russian OEM of laser medical devises. Total investment: \$28M, Dec 2010.
- Unicom LLC, Russian producer of modifiers of asphalt concrete. Total investment: \$55M, Oct 2009.
- Svetlana-LED LLC, Russian LED-chips producer. Total investment: \$12M, Sep 2010.

TPS (Private equity fund, \$100M under management)

Moscow, Russia

Business Analyst

03/07 – 11/07

- Performed transaction support, including market research, in-depth financial due diligence, and preparing presentation materials and information memoranda.
- Collaborated with executive teams of target companies to develop business plans.

INVESTSBERBANK (OTP BANK, Commercial bank)

Moscow, Russia

Deputy Head of Division (07/06 – 03/07), Senior Specialist (11/05 – 07/06)

11/05 – 03/07

- Worked extensively with Senior Vice President throughout the sale of the bank to OTP Bank by providing M&A analysis, financial and competitive metrics, and preparation of supportive materials.
- Created two-year business plans for the retail credit department and for new product lines.
- Coordinated risk management division. The level of bad debts for retail credits was reduced by 50%.

ADDITIONAL INFORMATION

- Languages: Fluent in English, Fluent in Russian
- Interests: Soccer, Rock climbing, Fencing