

Leonid Grebinka

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EDUCATION

HIGHER SCHOOL OF ECONOMICS (HSE)

Major: Bachelor of Faculty of Social Sciences (Financial management)

Minor: Business Informatics

GPA: 8/10

Moscow, Russia

09/2016 – 06/2020

WORK & LEADERSHIP EXPERIENCE

GROWTH POINT VC

Analyst, Venture Capital

- Searching startups for investment opportunities and negotiating with founders;
- Conduct primary due diligence on potential targets;
- Pre selections of the companies for investment committee;
- Preparation reports of the incoming opportunities for investment team;
- Market research

Moscow, Russia

01/2020 - present

BULLETPoint VC

Intern, Analytics Department

- Prepare **investment decks for startups** from UK, USA, Germany, Nigeria, etc.;
- Analyze and preparation the following data: market research, unit economics, business model, value proposition and P&L structure

Moscow, Russia

12/2019 – present

PRICEWATERHOUSECOOPERS

Intern, Internal Firm Services, Business Development

- Analyzed **trends and best practices of cultural institutions worldwide**, e.g. NYO & NYO-2, Tatarstan National Symphony Orchestra, Tbilisi Opera And Ballet State Theatre, etc.;
- Prepared presentations about **world conductors**, e.g. Gergiev, Noseda, Boreyko, etc.;
- Analyzed and structured the following data: types of financial support, educational programs, digital presence, etc.;
- Analysis of **10+ presentations** had an impact on the development of the company's intellectual partnership

Moscow, Russia

08/2018 – 06/2019

MINISTRY OF TRANSPORT OF THE RUSSIAN FEDERATION

Intern, Department of legal support and legislative activity

- Got acquainted with the procedure of legal examination of normative legal acts;
- Provided administrative support: analyzed reports, edited presentations, etc.

Moscow, Russia

11/2017

THE KEYSTONE STUDENT CLUB

Business news' reviewer

- Wrote the reviews of business news, **10+ publications** were released in the official community;
- Recruited **over 30 subscribers** to the club's community through promotional mailings.

Moscow, Russia

10/2017 – 01/2018

ADDITIONAL EDUCATION & TRAINING

Spring Financial Academy, Certificate of Excellence, Grade: 88/100

03/2019 – 09/2019

Higher School of Economics (Coursera), Fundamentals of Corporate Finance, Grade: 87/100

11/2019 – 12/2019

Higher School of Economics, Python Programming Course

03/2019 – 05/2019

Moscow State University, Case Fridays, Grade: top 10% motivated participants

09/2016 – 12/2016

SKILLS, ACTIVITIES & INTERESTS

Languages: Russian (Native), English (IELTS xx), German (Elementary)

Technical Skills: MS Office, SQL, Python 3, ARIS, SAP, SPSS

Activities: football (the winger of the HSE football club El Fenomeno), playing piano (7 years of music school), volleyball, gym