

Denis Morozov

Executive Summary

Denis Morozov is an Analyst and Program Manager with a proven track record in the startup and SME sector. Over his time at Shred Capital, he managed 90+ projects and assisted 45+ clients, securing \$17+ Million in non-dilutive financing from the Canada Media Fund and other funding entities. His expertise spans technological, creative, and business consulting, grant/business writing and editing, and coaching. At Pioneers.io, Denis served as a Digital Product Manager, where he developed PioBay, Europe's largest startup database and event management platform. Holding a Master's Degree in Digital Media from four institutions in British Columbia (UBC, SFU, BCIT, and Emily Carr), coupled with a Bachelor's degree in business from Modul University Vienna, Denis loves solving business challenges within the digital sector.

Skills

Product: Agile, Scrum, Product Lifecycle, User Research & Testing, Feature Prioritization, Roadmap Planning;
Business: Technical and Business Documentation, Business Analysis, Product & Program Management;
Customer Success: Sale Campaigns, Client Liaison, Account Management, CRM, Community Events;
Technical: Python, HTML/CSS, WordPress, Copilot (Assisted Coding), Analysis (Excel, Tableau, Vertex);
Design: UX (A/B Testing, User Flow), UI (Figma, AdobeXD, Sketch), Graphic Design (Web & Mobile);
Production: Video (Premiere Pro: recording, editing, VFX), Audio (recording, composing, editing, SFX);

Work Experiences

Shred Capital Ltd. – Program Manager (4 months)

Vancouver, Canada | Nov 2023 - Now

- Assisted with an application to Alberta Innovates to successfully raise \$750,000 for the Venture Acceleration Program in Alberta to double the number of viable game studios within 3 years.
- Partnered with 11 industry associations, 2 universities & 3 game publishers with Letters of Support.
- Co-created the MIT-styled Professional Development curriculum with managing partner Matt Toner.
- Recruited & managing 33 Alberta-based studios, ranging from small indie to large established studios.
- Created & managing digital infrastructure for e-learning, CRM, community and event management.
- Designed corporate branding (Scaffold Institute & Shred Capital), landing pages and graphics.

Shred Capital Ltd. – Investment Analyst (2 years, 4 months)

Vancouver, Canada | Aug 2021 – Nov 2023

- Managed 45+ clients over 90+ projects for government grants, M&A, venture, and back office services.
- Consulted and assessed product, design & technological roadmaps for 80+ grant applications.
- Successfully helped raise \$17+ Million in non-dilutive financing from the Canada Media Fund.
- Created and managed a CRM system and architecture to lead & track sales, establish a database of vetted leads, and create activity management for various consulting and financing services.
- Scripted ML tool to predict startup success in collaboration with Vancouver Island University.
- Performed associate functions to the Managing Partner, Matt Toner.

Pioneers.io – Junior Digital Product Manager (7 months)

Vienna, Austria | Aug 2019 – Feb 2020

- Worked on the largest startup database & event management platform in Europe - PioBay.
- Designed major data analysis, database, and tracking features with documentation.
- Created visual representations of users based on location, demographics, and user activity.
- Analyzed databases & scripted a 1000+ line visual reporting tool with Python.
- Supported platform users with onboarding documentation & education materials.

- Worked as part of the startup management team to bring 2500 entrepreneurs to the Pioneers 19 event and connect them with 550 investors.
- Scouted and evaluated 300+ startups & partnered with 45+ investors for mentorship.
- Organized Mentors' Day with workshops and coaching sessions (100+ participants).
- Coordinated expo (74 startups) & Series A events with 20 volunteers at Pioneers'19.

Project Experiences

Triste Studios – Founder & Developer (1 year, 2 months)

Vancouver, Canada | Jan 2023 – Feb 2024

- Developed 3 fully functioning interactive story demos built in Python.
- Achieved 400 followers on Patreon and 28 paid subscribers, resulting in \$260 monthly support.
- Garnered over 2 million total impressions and 7000+ demo downloads on Steam and Itch.io.
- Maintained an average rating of 3.7/5 for the three demos & 3+ hours of playable content.

Biba Ventures Inc. – Product Manager (11 months)

Vancouver, Canada | Dec 2022 – Nov 2023

- Temporarily assigned as a Program Manager of a \$1.4+ Million-funded Video Game for [Not Yet Announced], conducting Game Design, System, UX, and Unity Development activities.
- Translated storyboards into the cohesive game, design, technology, system, and architecture documentation that was later developed by the technical team into the Prototype.
- Helped the team reach the Beta milestone to unlock the next level of financing.

Access to Justice BC – Project Manager (4 months)

Vancouver, Canada | May 2021 – Aug 2021

- Led a team of 6 people to create a data management dashboard to visualize legal cases.
- Developed a dynamic database in Web Excel to receive/process data & created documentation.

MPath Productions – Project Manager (4 months)

Vancouver, Canada | Jan 2021 – Apr 2021

- Led a team of 5 people to create an [Augmented Reality Mobile Game](#) to teach empathy to kids.
- Developed blueprints and interface in Unreal Engine & created project documentation.

Vancouver Art Gallery – Product Manager (4 months)

Vancouver, Canada | Sep 2020 – Dec 2020

- Led a team of 6 people to create a Web Application for AI Exhibition.
- Facilitated prototype sprints, assisted in development & created technical documentation.

AIESEC in Austria - VP Business Analyst (1 year)

Vienna, Austria | Feb 2018 – Jan 2019

- Removed \$10,000 debt from the Local Entity through budgeting and cutting costs.
- Created a sustainable membership of 18 volunteers with a 70% retention rate.
- Managed accounting in Wave & conducted financial and legal audits.

Other Experiences

- Speaker Support at various tech conferences & events: Slush, WeAreDevelopers, StartupLive, Caritas Austria, ImpactHUB & Female Founders. Multiple positions in AIESEC. Co-organized Youth Speak Forum 2018 by working with UNIDO officials and NGOs, bringing 200+ delegates together.

Education

Centre for Digital Media (Canada) - Master of Digital Media (GPA: 98%/Scholarship)

2020 - 2021

Modul University (Austria) – BSc in International Management (GPA: 90%/Dean's List)

2017 - 2020

St. Gilgen International School (Austria) – IB Diploma

2013 - 2016