

# Vova Ermolaev

Chief Product Officer | 10+ Years Product Development | Ex-Software Engineer

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## PROFESSIONAL SUMMARY

10+ years of experience in product development. Launched products from 0 to 1, generated millions in revenue, achieved product-market fit. Experience spans fintech, mobility, knowledge management, and AI automation. Love creating UX-friendly, technically robust products in the physical world.

## KEY ACHIEVEMENTS

<b>\$2.3M</b> Gross Profit Generated Yandex Drive	<b>\$5.8M</b> Combined earnings Scooters + Wind	<b>3 startups</b> launched as PM 0 → 1	<b>3x founder</b> Partn.ai, Feedle.ai, Inkers
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## PROFESSIONAL EXPERIENCE

<b>Chief Product Officer</b> <i>Yandex Drive</i>	2024 – Present
<ul style="list-style-type: none"><li>Launched risk-priced insurance → +231% gross profit in 6 months</li><li>Lifted market share +10 pp in 7 regions managing all operations (zero fleet CAPEX)</li><li>Sold Tariff Naming branding to Winline – first time in industry</li><li>Launched Split – first native BNPL in urban mobility</li><li>Shipped superapp mode: sharing, rental, subscription</li><li>[AI] Built local AI PM-Copilot and cut PRD cycle 360 min → 30 min</li></ul>	
<b>Franchise Director</b> <i>Yandex Scooters (CIS)</i>	2023 – 2024
<ul style="list-style-type: none"><li>Built franchise from scratch → 16,350 scooters sold → generated &gt;\$10M GMV</li><li>Launched tax optimization → \$2M annual OPEX savings</li></ul>	
<b>Head of Product</b> <i>Yango Wind (Israel)</i>	2022 – 2023
<ul style="list-style-type: none"><li>Managed Legacy-to-Yandex tech migration → full new app Yango Wind → +63% EBITDA</li><li>Minute packages &amp; zero-unlock passes drove 16% GMV upsell</li></ul>	
<b>Senior Product Manager</b> <i>Anytype (Worldwide)</i>	2019 – 2022
<ul style="list-style-type: none"><li>Designed offline-first knowledge-graph app – led 14-person team to Beta through 41 releases</li><li>Achieved product-market fit and secured \$13.4M investment from Balderton Capital</li><li>Reached 2nd place in Product Hunt Product of the Month</li><li>Built community of 3,000+ users who contributed 1,500 bug reports and feature requests</li></ul>	
<b>Product Manager</b> <i>Ozon.Invest</i>	2019
<ul style="list-style-type: none"><li>Built crowdlending platform from scratch</li><li>Delivered \$5M to lenders, 10.5% returns to investors, covered development costs with 2% fee</li></ul>	
<b>Product Owner</b> <i>Alfa-Bank</i>	2018
<ul style="list-style-type: none"><li>Developed new UX for daily banking app serving 2M users</li><li>Propelled app from 8th to 1st place in Markswebb Mobile Banking Rank</li></ul>	
<b>Software Developer</b> <i>Alfa-Bank</i>	2013 – 2017
<ul style="list-style-type: none"><li>Developed banking app using Java and Kotlin, writing logic on microservices architecture</li></ul>	

ENTREPRENEURIAL EXPERIENCE

**Founder**  
*Partn.ai*

2025 – Present

- Built low-code AI automation studio
- Generated 100k+ LinkedIn impressions and first paid consultations

**Founder**  
*Feedle.ai*

2024

- Built recommendation feed SaaS
- Learned market validation importance after zero sales

**Co-founder**  
*Inkers*

2014 – 2016

- Bootstrapped 700 units @ 30% margin in fashion industry
- Gained experience in brand craft & operations

EDUCATION

**Computer and Information Systems Security**  
*Bauman Moscow State Technical University*

2008 – 2014

BOOKS THAT INFLUENCED ME

Thinking in Systems (Donella Meadows)    The Effective Executive (Peter Drucker)    The Startup Owner's Manual (Steve Blank)

Good Strategy Bad Strategy (Richard Rumelt)    Zero to One (Peter Thiel)

CORE COMPETENCIES

Product Strategy    0-to-1 Product Development    Product-Market Fit    AI/ML Integration    Fintech    Mobility Tech    UX Design

Data Analytics    Team Leadership    Agile/Scrum    Revenue Optimization