


Raphael Christian-Roy


Software Engineer | Product Manager | Product-Centric Entrepreneur


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ABOUT ME

I am a product geek that is first and foremost passionate about creating outstanding technologies that enhance people's lives, especially consumer-centric ones. Coming from a jack-of-all-trades-entrepreneurial background combined with a software engineering major, I've been involved in organizing numerous events including Startup Weekends, and countless hackathons and educational events.

For the past two years, I was working as a Product Manager at Volume7, a digital product agency that partners with forward-thinking startups and companies.

I'm now working on the early-stage team at Real Ventures, Canada's most active seed venture capital fund. Real backs world-class entrepreneurs building game-changing companies.

I'm also the Co-Founder of Front Row Ventures, Canada's first student-led venture capital fund. We invest solely in student-run startups, help founders grow successful businesses and nurture the next generation of tech leaders.

WORK EXPERIENCE

Real Ventures

Real is Canada's most active early-stage venture capital firm that backs entrepreneurs and builds the ecosystems in which they thrive. Real backs world-class entrepreneurs building game-changing companies.

Intern - Early-Stage Team, Jan 2018 - now

Volume7

Volume7 is a digital product agency that creates software products and services for startups.

Product & Business Development Manager, Aug 2015 - Sept 2017

- Led all project and product efforts.
- Handled client communication, managed projects and their execution.
- Coordinated a team of 12.
- Led business development initiatives: attended networking events, tech and startup-related conferences, and events to promote Volume7 and prospect new clients - all while remaining the point of contact for clients.

Software Engineer, April 2016 - September 2016

- Wrote a Node API and a relational database structure for an internal invoice generating tool. The backend was consumed by a React frontend.
- Rewrote existing Node applications to take advantage of ES2015 features (async/await, spread, etc.). Configured Babel to transpile to ES5.
- Wrote a Node app to respond to webhooks from a Shopify store, process the received data and make calls to its API as a result.
- Developed a modular and reusable process to build a couple of static sites in Ruby using Middleman. Implemented a continuous deployment flow for those projects using Netlify.

Front Row Ventures

Co-founded the first student-led venture capital in Canada which invest exclusively in student-run startups.

Co-Founder & Managing Partner, May 2016 - present

- Raised over \$600k from Canada's largest seed VC to allocate to our student-led investment vehicle: in 8 months, qualified potential investors, built meaningful relationships with potential investors, developed our narrative and business case, prepared a full deck and perfected the pitch, passed the VC investment committee, negotiated and signed the deal.
- Recruited, brought together, and trained a team of 20 visionary and innovative students coming from all campuses and backgrounds in Montreal to be part of the investment team.
- Designed Front Row Ventures' internal investment thesis, deal sourcing strategies, due diligence standards, investment committee processes, and post-investment added value offerings to portfolio companies.

TECHNICAL SKILLS

• HTML / SCSS / JavaScript / jQuery • React-Redux • Java / C / C++ / C# • NodeJS / Ruby • PostgreSQL, MySQL, MongoDB • Swift • Beginner in Python and Angular JS

LEADERSHIP & VOLUNTEERING

Hackatown Polytechnique Montreal 2017

Mentor, Speaker & Organizer, Nov 2016 - now

- Organized the 1st edition of one of Montreal's biggest hackathons: over 950 applications, 400 attendees and more than \$20k in prizes.
- Led a keynote about my experiences as an engineering student and entrepreneur, and as Front Row Ventures' co-founder.

Technovation Montreal

Technovation is an international competition offering girls around the world the opportunity to learn the skills they need to emerge as tech entrepreneurs and leaders.

Mentor, Jan 2017 - now

- Provided advice and guidance to a team of up to 5 young girls as they develop their 1st mobile app addressing a problem in their community, write a business plan, and pitch their startup idea to investors.
- Customized lessons to insert my own expertise and share what I do as a software engineer and expose the girls to "real-world" projects that engineers and designers work as invaluable inspiration.
- Guided usability testing and research sessions on how apps are designed to be user-friendly.

Startup Weekend

Lead Organizer, Jan 2016 - now

- Created the 1st edition of Startup Weekend on the south shore of Montreal.
- Managed a team of 20 organizers and volunteers, a 5-figure budget, and the event's promotion in local and national media.
- Recruited best-in-class mentors, juries, and panelists from the local entrepreneur, angel, and VC community.

Dr Julien Foundation - Annual Fundraiser

Fondation du Dr Julien is a social enterprise whose mission is to ensure that every child living in vulnerable circumstances has access to community social pediatrics care that enhances their well-being and helps them to develop to their full potential in accordance with the Convention on the Rights of the Child.

Volunteer, Dec 2002 - now

EDUCATION

Polytechnique Montreal - Software Engineering

Montreal, Quebec, Canada - *Graduating April 2018*

Stanford University - Technology Entrepreneurship

Stanford, California, USA - *Certificate Intensive Studies*