

# Ryan Netto

Business Analyst & Account Manager

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English (Native) · Dutch & Hindi (Intermediate) · French & Marathi (Beginner)

## PROFILE

7+ years of experience across climate tech, fintech, and customer-facing environments. Applies data modelling to support data-informed decisions. Can translate complex datasets into clear narratives for non-technical stakeholders. Will ask the right questions before building anything. A self-starter who works across functions, moves quickly, and delivers structured analysis in fast-paced environments where the brief is rarely complete. Values intrapreneurship and corporate entrepreneurship.

## EXPERIENCE

### BUSINESS ANALYST, ZAVHY; EINDHOVEN — APR 2025-PRESENT

- Contributed to successful €1.5M pre-seed raise through financial modelling and investor materials
- Developed commercial deployment model for reinforced 3D concrete printing micro-factory
- Translated complex technical developments into clear narratives for external audiences

### CLIMATE TECH VENTURE CONSULTANT, BESTART; LEEUWARDEN — JAN-MAR 2025

- Recruited and onboarded 12 climate-tech startups into the accelerator programme
- Assessed organisational and commercial readiness; designed tailored improvement plans

### DATA ANALYTICS CONSULTANT, DVJ INSIGHTS; UTRECHT — MAR-JUN 2024

- Analysed large-scale customer datasets for a €6Bn multinational streaming platform
- Applied R, SPSS and Excel quantitative modelling to surface retention and engagement trends

### TEAM LEADER OPERATIONS, GETIR; GRONINGEN — DEC 2022-JUL 2023

- Led a 15-person team through rapid operational scaling in a hyper-growth environment
- Elevated branch to top-ranked Grade A across Getir's European network

### ASSOCIATE & PARTNER LIAISON, FWC360; SOUTH ASIA — AUG 2019-JUL 2021

- Built and led a 25-person commercial team in a compliance-driven regulated environment
- Designed pipeline governance and stakeholder engagement frameworks from scratch

### SENIOR MARKETING EXECUTIVE, BIGIN DIGITAL; SOUTH ASIA — DEC 2018-JUL 2019

- Led partnership campaigns for global hospitality brands Starwood-Marriott and Hyatt
- Managed digital channel strategy and multi-brand content planning

### ACCOUNT MANAGEMENT EXECUTIVE, FWC360; SOUTH ASIA — JAN 2017-JUL 2018

- Managed client relationships for Bharat22 ETF ~€4B oversubscribed, L'Oréal-Maybelline, JW Marriott, JBL-Harmon, Focal audio, Times Group, Godfrey Phillips
- Coordinated cross-functional campaign delivery under regulatory and commercial pressure

### SALES & MARKETING EXECUTIVE, CCAVENUE PAYMENTS; SOUTH ASIA — OCT 2015-DEC 2016

- Managed a 15-member team for India's first listed fintech company
- Drove national-scale sales operations in a regulated, fast-scaling environment

## EDUCATION

Rijksuniversiteit Groningen — MSc Sustainable Entrepreneurship, SEP 2023-JUL 2025; Valedictorian, Brand Ambassador, Class Representative ·

Wittenborg Hogeschool — BBA; Apeldoorn · St Andrews — BSc Hotel Management; Bombay

## SKILLS

Stakeholder Management, Data Analysis & Reporting, Ai Productivity Tools, Marketing Communication, CRM

## TOOLS

Python, R, Tableau, Power BI, SQL, PowerPoint, Excel