

# Niklas Lahti

## WORK EXPERIENCE

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**Heeros** ([www.heeros.com](http://www.heeros.com))

**Helsinki, Finland**

CEO

2023 -

**Tesseract Investment** (*API-driven cryptocurrency lender*)

**Helsinki, Finland**

COO

2021 - 2022

- In charge of operations, finance, legal and marketing.
- Company 10x'd revenue between 2020 and 2021 to 7 MEUR with 2 MEUR EBITDA, AUM ~5x'd, large role in raising Series A of 25 MUSD, one of largest Series A fundraisings in Finland's history.
- Recruited personally the majority of 40+ people added during 2020-2022.

**Digia** ([www.digia.com](http://www.digia.com), *listed software consultancy*)

**Helsinki, Finland**

*Director, Mergers & Acquisitions*

2018 - 2020

*Director, Agile Software Development, Mobile (QT) Software Development*

2017 - 2018

- Reporting to the CEO & management team, I led the inorganic growth (M&A) function at Digia.
- Independently sourced, recognized, analyzed & created material for new acquisition & divestment opportunities.
- I led DD processes (financial/commercial/HR analysis etc.) and was responsible for post-acquisition integration processes jointly with Directors/Vice Presidents of Digia business areas.
- Before transitioning to the M&A role, when Digia acquired my company Nord Software, I was the Director of two software development-focused business units, which had 70+ employees & annual sales of 7+ MEUR.

**Nord Software** (*acquired by Digia plc in 2017*)

**Helsinki, Finland**

*CEO & Entrepreneur*

2013 - 2017

*CFO & COO*

2012 - 2013

- Nord Software was a software development company producing web & mobile applications.
- I led the turnaround of the business from a 2012 crash (sales ~0,9 MEUR, negative 17% EBITDA) as well as two CEO changes towards a sustainable business model and profitable growth during 2013 - 2018.
- Upon exit, Nord had 52 employees and an annual (2017) revenue of ~5.5 MEUR with +20% EBITDA margin.

**Omni Partners** (*exited to Digia plc 05/2017*)

**Helsinki, Finland**

*CEO, Founder, Entrepreneur*

2014 - 2017

- Founder/CEO of Omni Partners, an eCommerce strategy, product information management and digital marketing (SEM, SEO, Social Media) consultancy. At its peak, it had ~10 employees and ~1 MEUR revenue.
- Omni Partners and Nord Software merged in 2014 and Omni was also exited to Digia in 05/2017.

**Rite Ventures** ([www.riteventures.com](http://www.riteventures.com))

**Stockholm, Sweden**

*Analyst*

2010 - 2011

- Researched, analyzed, and evaluated new investment opportunities in a venture capital firm in Nordic Internet-related businesses in the areas of eCommerce, Media, IT Infrastructure and SaaS.
- In an investments team of three people, represented the company towards entrepreneurs seeking capital, followed industry news and trends, and independently analyzed listed companies within the company's investment focus.
- Provided business intelligence, carried out internal management consulting projects for portfolio companies.
- Participated in portfolio companies' operations as board observer at Nebula, Verkkokauppa.com and Eirikuva.

## POSITIONS OF TRUST

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**Heeros** ([www.heeros.com](http://www.heeros.com))

**Helsinki, Finland**

*Board member*

2023 –

**Blidz** ([www.blidz.com](http://www.blidz.com))

**Helsinki, Finland / Shanghai, China**

*Chairman of the Board (2019 –), Board Member (2014 – 2019)*

2014 –

- Blidz is a customer-centric shopping app aiming to disrupt Western eCommerce and available in US/Canada. It combines fun mobile game mechanics with easy-to-use shopping features.
- Blidz announced its \$6.6M seed funding round in March 2022, led by General Catalyst and Peak Capital.

**TheaterJS** ([www.theaterjs.com](http://www.theaterjs.com))

**Berlin, Germany**

*Board Member*

2017 –

- Theatre.js is a JavaScript animation library with a GUI. It animates the DOM, WebGL, and any other JavaScript variable. It is a novel way for designers and developers to collaborate together on interaction design.
- I was the first investor in Theatre.js - after multiple years of development, Theatre.js went live in September 2021 and announced its \$4.5M seed funding round in December 2021, led by OSS Capital.

## EDUCATION

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**Aalto University School of Business**

**Helsinki, Finland**

*Master of Science in Economics and Business Administration, major Finance*

2009 – 2013

*Bachelor of Science in Economics and Business Administration, major Finance*

2006 – 2009