ERALP AKÇAY

Email: eralp.akcay@dauphine.eu | eralp.akcay@tum.de | Phone: +49 1777 136793
LinkedIn: linkedin.com/in/eralpakcay | Paris, France (open to relocation within France)

PROFILE

Management and Technology MSc candidate at the Technical University of Munich with a quantitative, text-based research profile spanning AI adoption, entrepreneurial finance, and venture capital. Builds empirical frameworks using text analysis and Large Language Model (LLM) assisted classification in Python, R, and STATA, and brings applied experience from AI product, private-equity, and behavioral-research settings.

RESEARCH INTERESTS

AI adoption and value realization in organizations; firm-level signals and digital transformation; text-based and LLM-assisted empirical methods; entrepreneurial finance and venture capital; founder signals and AI narratives.

EDUCATION

Technical University of Munich, School of Management, M.Sc. Management and Technology (Apr 2024 to Aug 2026, expected)
Current grade: 1.3 on the German scale (1.0 is the highest, 5.0 is failing; 1.3 is equivalent to a high distinction). Thesis in progress.

- Concentrations: Finance and Accounting; Computer Engineering.
- Additional mobility programs: EuroTeQ (Tallinn University of Technology and Technical University of Denmark); ATHENS (Istanbul Technical University).

QTEM Masters Network, Certificate in Quantitative Techniques for Economics and Management (2025 to 2026, in progress)

- Selective international network (admission by GMAT, English C1, and academic record) awarding a supranational certificate on top of the home MSc, completed across at least two countries.
- Requirements: an international quantitative exchange (currently at Université Paris-Dauphine PSL, Jan to Aug 2026), a 240-hour analytical internship, and the Global Business Analytics Challenge and QTEM Data Challenge.

Sabancı University, Istanbul, B.Sc. Industrial Engineering and B.A. Economics (Sep 2019 to Feb 2024)
CGPA 3.3 / 4.0 (4.0 is the highest).

- Double major: Industrial Engineering and Economics. Three minors: Business Analytics; Entrepreneurship; Decision and Behavior.

Hong Kong University of Science and Technology (HKUST), Global Exchange (Jan to Jun 2022)

- Selected on a Sabancı University scholarship. Coursework: financial markets, financial engineering, applied microeconomics, project management, global supply chain management.

MEV Science-Specialized High School, İzmir (Sep 2014 to Jun 2018)
GPA 98.8 / 100, ranked 1st in class (valedictorian).

University of Colorado Boulder, Summer Exchange Program (Jun to Aug 2017)

- Coursework in innovation, entrepreneurship, and advanced English.

RESEARCH EXPERIENCE

For project papers or publications, please reach me by email; some cannot be shared publicly due to confidentiality.

Master Thesis, TUM Chair of Entrepreneurial Finance (in progress, defending Jul to Aug 2026)
Founder Signals, AI Narratives, and Venture Capital Funding Decisions

- Develops a unified empirical framework linking founder-level signals (education, prior founding, big-tech, VC and consulting background, team composition) and AI- and monetization-related narrative features in startup descriptions to venture-capital funding outcomes (likelihood and scale).
- Methods: text analysis with keyword dictionaries and LLM-assisted classification; logit, ordered logit, and OLS; Crunchbase as primary data source. Builds on Gompers et al. (2020), Bonelli (HEC Paris, 2023), Parhankangas and Renko (2017).

Research Assistant, TUM Chair of Entrepreneurial Finance (Sep 2025 to present)

- Institutional private-equity research project with an external industry partner, focused on investment-level valuation data and fund-performance analytics; extracted, validated, and standardized confidential deal and valuation data and performed time-series modeling across portfolio companies.
- Prepared summary documentation and communicated analytical findings to project supervisors and industry stakeholders to improve methodological rigor and data transparency.

Research Assistant, KU Leuven, Faculty of Economics and Business (Erasmus+ research stay) (Aug to Oct 2023)

- Designed simulation experiments using generative AI for research-design support, within an interdisciplinary behavioral and decision-research group.
- Contributed to work on pro-environmental decision-making under uncertainty, from study design through analysis, toward evidence-based strategies.

SELECTED RESEARCH PROJECTS

Exploring the Skills and Scope of ChatGPT in Academic Writing (Feb to Jun 2023)
Program for Undergraduate Research (PURE)

- Evaluated GPT-3.5 generated text against the criteria of writing assignments and analyzed how students prior experience with the tool shaped their engagement.

- Drew implications for assessment and pedagogy on revising writing instruction to mitigate negative effects of tools such as ChatGPT and GPT-3.5.

Identifying and Measuring Personality Traits that Make Entrepreneurs(Feb to Jun 2022)
Program for Undergraduate Research (PURE)
- Built an online experiment and a set of games to measure entrepreneurial traits, including risk attitude, persistence, and individual thinking.
- Collaborated with the supervising professor to design, code, implement, and test the games, referencing current psychological research on traits relevant to entrepreneurs.

The Demography of Venture Capital in Turkey(Sep 2019 to Jan 2020)
Project Course (PROJ 201)
- Analyzed the characteristics venture capitalists look for in startups and the trade-offs of raising venture-capital funding.
- Documented the Turkish venture-capital ecosystem and common exit strategies.

Online Platform for Innovation Teams and Entrepreneurs(Sep 2022 to Jun 2023)
Engineering Graduation Project
- Built a web platform applying Design Thinking and Lean Startup methods, guiding users through structured stations for background, tasks, and business-model validation.
- Delivered a working product developed in JavaScript, React, and Vue.js.

Supply Chain Disclosure and Sustainability in the Textile Industry(Feb to Jun 2021)
Program for Undergraduate Research (PURE)
- Reviewed the literature and interviewed supplier firms; collected and analyzed secondary data from supplier lists and websites of Turkish textile retailers and suppliers.

Mobile Application Testing(Sep 2020 to Jan 2021)
Program for Undergraduate Research (PURE)
- Developed and applied novel mobile-application testing methods in a team setting.

Investigation of Regular, Semi-Regular and Isovalent Tilings (Geometry, Combinatorics, Number Theory)(Jun 2016 to Dec 2017)
Two-year research project in collaboration with a university
- Conducted under the supervision of a university professor while training as a national mathematics-olympiad student.
- Recognized with multiple national and international prizes (see Honors and Awards).

PROFESSIONAL EXPERIENCE

Neural Bridge, Istanbul, AI Product Intern(May to Aug 2023)
- Researched, designed, and contributed to deployment of client-specific AI solutions in a cross-functional team at an AI consultancy startup, from concept to deployment.

Hugo Boss, İzmir, System and Production Intern(Jun to Sep 2022)
- Time studies with statistical analysis (linear regression, t-tests); built MATLAB tools for productivity and inventory; applied fishbone analysis and simulation to productivity optimization.

Young Guru Academy, HydroSolar, Istanbul, Business Development Intern(Feb to Dec 2021)
- Floating-solar renewable-energy initiative: market research, business plan, and cross-country economic analysis to identify priority expansion markets.

Global AI Hub, Istanbul, Finance and HR Intern, CEOs Executive Team(Dec 2020 to Mar 2021)
- Supported the founding team of an AI-education startup: web UX and engagement analytics (Google Analytics), marketing analytics, and Finance and HR support (budgeting and recruitment).

Earlier experience (2017 to 2022): internships and programs at Akbank, JTI, Yapı Kredi, Turkcell, Denizbank, Payoneer, Istanbul Arel University, Ecodation, Makrokreatif Agency, and Smart Electromechanics; details on request.

TECHNICAL SKILLS

Programming and statistics: Python, R, STATA, MATLAB, C++
Methods: text analysis, Large Language Model (LLM) assisted classification, econometrics (logit, ordered logit, OLS), time-series modeling, experimental design
Tools: LaTeX, Microsoft Office, Adobe Creative Suite
Languages: Turkish (native); English (C1 to C2); French (A1, intensive course in progress, target B2 by 2028); German (A1)

HONORS AND AWARDS

- TÜBİTAK Secondary School Research Project Contest: 1st place Aegean Region, 4th place national, Mathematics (2017). MATDER Project and Material Olympiad in Mathematics: 1st place, Gold Medal, Project Category (2017).
- 23rd International Conference of Young Scientists (ICYS), Romania: Bronze Medal, Mathematics (2017). Mu Alpha Theta Mathematics Honor Society Award (2017). MEV High School valedictorian, rank 1 (2018).

SERVICE AND VOLUNTEER

- EuroTeQ Network, ESN Representative at TUM (Aug 2025 to present). Sabancı University Economy and Business Club, Board Member (2019 to 2021): organized the Finance Summit (VC track) and the Business Analytics Summit.
- Young Guru Academy (2020 to 2022); TEGV (2017 to 2018): taught coding fundamentals to primary-school students.