



SELIN KANYAS

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Career Objective

Inventor of a patented composite with a solid scientific foundation in advanced materials, and 15+ years turning emerging technologies into business traction. Open to working in a high-performing team for a global business, close to clients and the market. Repeatedly aided revenue generation from frontier technologies in organizations ranging from startups to multinational groups. Keen to apply skills in international communication, strategic roadmapping, business modeling, pricing strategies, competitive intelligence. Strong understanding of computer vision AI, advanced materials, healthtech, soft robotics, and SaaS platforms.

Work Experience

Kanyassen Advisory, Madrid, Spain

Founder - 2025 - Present

Combines technical understanding with commercial strategy, working alongside founders to translate technologies into commercially viable products and businesses. Executes business model validation, customer discovery, market sizing, investor narrative development, with particular value for scientist- and engineer-led teams developing breakthrough technologies.

Max Plank Institute for Intelligent Systems, Stuttgart, Germany

Researcher for Innovation and Productization - 2023 - 2025

The Max Planck Society is Germany's leading scientific research organization, operating 80+ independent institutes. This position reported to the director and included developing commercialization roadmap for lab-to-market transition of nano and milli scale soft medical robotics, constituting a global market of US \$16B. Published work in *Nature Reviews Bioengineering*.

Independent Consulting, Global

GTM Partner - 2022 - 2023

Worked with technology companies in pharmaceuticals, manufacturing quality automation, and medical AI to develop commercial positioning, partnerships, market opportunities, and investor materials.

Vispera., Istanbul, Türkiye

Product Manager & Account Manager - 2018 - 2022

Vispera serves enterprise AI computer vision SaaS for retail store operations currently in 70+ countries. Reported to CEO for account management, marketing collateral, and pricing strategies for FMCG companies including Unilever, Henkel, Coca Cola, Pepsi, Carrefour. Created investor decks synthesizing AI value proposition and product positioning, paving way for a total funding of US \$13.1M. Doubled B2B sales through meticulous CRM followup, and ideal customer profiling.

Borusan Holding R&D, Istanbul, Turkey

Technology Roadmap and Scouting Manager - 2015 - 2018

Global industrial conglomerate with US\$4.8B annual revenue (2018) and international operations across manufacturing, automotive, logistics, energy and machinery. Reported to the R&D director, building corporate technology strategy initiatives within a 14,000+ employee industrial group operating in 11 countries, coordinating external stakeholders including McKinsey, Gartner, startups, universities, and EU Horizon 2020 projects.

Connora Technologies Inc., Hayward, California, USA

Product Researcher & Business Developer - 2012-2014

Novel materials technology Recyclamine ® enables end-of-life recyclability for reinforced epoxy composites, serving industries including aerospace, energy, sports equipment, electronics. In July 2019 the company was acquired by the multinational Aditya Birla Group. The job included market research, product positioning for lab-to-market and scale-up manufacturing. Proved 250% improvement in the global warming impact via comparative Life Cycle Analysis, used to sharpen product differentiation.

Türkiye Petroleum Refineries (TÜPRAŞ), Istanbul, Türkiye

Laboratory Researcher & Inventor - 2010 - 2012

Became the inventor of a patented composite material for anti-freeze asphalt roads. Developed the novel composition product at lab scale, serving as primary liaison for industry-university collaboration. Established technical feasibility for scale-up and downstream fabrication of a TRL 2-3 innovation.

Education

University of California at Berkeley, USA

Master of Engineering Management, M.Eng. in Materials Science and Engineering, **May 2013**

Koç University, Istanbul, Türkiye

Master of Science, M.Sc. in Materials Science and Engineering, **August 2012**

Koç University, Istanbul, Türkiye

Bachelor of Science, B.Sc. in Chemical and Biological Engineering, **June 2010**

University of British Columbia, Vancouver, Canada

Undergraduate Exchange Program, **Aug - Dec 2009**

Personal

Dual citizen (Spanish and Turkish). Languages: English, Spanish, Turkish.

Certified Pilates Instructor since 2017. ABRSM-certified flutist since 2006. Member of Pera Rowing Club.

Founder of an independent film club "Istanbul's Cineclub Desperados".

Lived across Canada, Turkey, the U.S., Germany, Spain. Open to relocation for the right opportunity.

Freelance Projects

PKF Global, Graz, Austria

Business Developer - 2026 - Present

Partnering with PKF consultancy team to support their client portfolio for investment scouting and fund raising in Turkish, Spanish and Greek markets. Clientele technological areas include aerospace, healthcare and energy transition. Pipeline funnel productively put on track for a Series A round in between US \$500K-3M.

PDC Therapeutics, Lausanne, Switzerland

Partnerships and Business Developer - 2022 - 2023

Clinical-stage biotechnology company developing targeted oncology therapies through proprietary polymer-drug conjugate technology that improves efficacy while reducing toxicity. The role included fine-tuning outreach activities and marketing collateral for global partnerships, patients, and public audiences.

Gesund ai, Cambridge, Massachusetts, USA

Business Developer - 2022

Venture-backed clinical AI infrastructure startup developing AI governance and validation platforms for regulated healthcare. Added 30 enterprise customers in its sales pipeline paving the way for commercial scale-up.

Relimetrics GmbH, Berlin, Germany

Marketing and Account Manager - 2022

Series A backed computer vision AI company with projects delivered for leading automotive OEMs, Tier 1 suppliers, electronics manufacturers, aerospace companies, and plastics manufacturers. Supported 60% increase in the POC revenues through vigilant account management and CRM use.

Imprint Energy, California, USA

Tech-to-Market Partner - 2013 - 2014

Berkeley spin-off company that develops ultrathin, flexible, and rechargeable zinc-based batteries. Mapped FDA regulatory considerations, market demand and competitive landscape for dual-use technologies in wearable electronics and flexible batteries.

Publications

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| Journal Article | 2023, Nature Reviews Bioengineering, "Clinical Translation of Wireless Soft Robotic Devices" (with Sitti et al.) |
| Journal Article | 2014, PLOS ONE - "Nanoparticle and Gelation Stabilized Functional Composites..." (First author) |
| Patent | 2013 - EP20140777933 - Nanoparticle and Gelation Stabilized Functional Composites (First inventor) |

Selected Presentations

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| Lecturer | 2026, Beginning Node Academy, "The Second Quantum Revolution Has Long Since Begun" |
| Conference Rep | 2022, Radiological Society of North America Annual Meeting, Chicago |
| Conference Rep | 2022, European Congress of Radiology, Vienna, "A CRO Platform for Clinical-grade AI" |
| Conference Speaker | 2019, National OR & IE Congress, Turkey, "Industry 4.0 and Tech Road-mapping Methodology" |
| Lecturer | 2019, Bilim Virüsü: NGO-led outreach initiative to engage young adults cutting-edge STEM topics |
| Conference Speaker | 2013, AIChE Annual Conference, Pittsburgh, "Anti-icing Functionality in a Novel Polymeric Composite" |

Selected Trainings

- The Quantum Internet and Quantum Computers**, Delft University of Technology (edX training)
- Six Sigma Green Belt**, Lean Six Sigma
- Berkeley Institute of Design**, Human Centered Design, User research, 3D print prototype
- Product Manager Professional Certificate**, IBM (Coursera)
- Tech Transfer IP Training**, Alliance of Technology Transfer Professionals (ATTP)
- Smart Surfaces Design Workshop**, DuPont Innovation Center
- Laboratory Trainings in Materials Science**: 3D Printers, SEM, TEM, MRI, AFM

Community Memberships & Volunteer Work

- QWorld & QWomen** - Promoting equality, diversity, and inclusion in the quantum technologies
- QTurkiye** - Global NGO arm with an ecosystem, trainings and events on quantum technologies - Outreach and public relations
- UC Berkeley Alumni Club in Spain** - Member
- Berkeley Engineering Alumni Network** - Member
- Society of Women Engineers** - Member
- TÜSİAD** - Turkish Industry and Business Association, Future Industries and Investment Focus Area - Startup mentor
- Technology Development Foundation (TTGV)**, Fellow and Mentor - Led cross disciplinary roundtables
- The Women Entrepreneurs Association (KAGİDER)**
- Arya Investment Platform**, Mentor