

Omar Mohamed

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Professional Experience

Routable | Product Manager Oct '21 - May '22

- Shipped payment expediting feature to increase payment delivery speeds by up to 3 days
- Led release of Real-Time Payments on UI, CSV & API, with transaction fees >3x our average fees.
- Reduced Developer support requests > 50% by shipping self-serve webhook management
- Released 3 new limited user roles to increase client adoption and emphasize security
- Supported accounting channel partners with >1 workspace by releasing new email alerts

Startups | Co-founder / Advisor Mar '19 - Sep '21

- **June Care (Co-founder):** Designed clinical support groups for caregivers of people living with Dementia; supported 20+ caregivers in reducing perceived caregiving burden and increasing preparedness
- **Pipekit [YC S21]:** Built customer development pipeline for Kubernetes-based automation startup
- **Mo's Kitchen:** Oversaw digital operations to \$50k in sales at an Middle Eastern street food dark kitchen
- **Bawi:** Advising venture-backed Mexican beverage brand on supply chain, fundraising and sales strategy
- **Nitro Beverage Co:** Family's coffee company with \$1.8M raised; \$1M+/yr in sales in 1000s of stores nationwide

Wayup | Product Manager Jun '18 - Jan '19

- Owned full-stack roadmap mobile app with 100k+ MAUs
- Raised iOS & Android app store ratings 8% & 26% by shipping Instabug integration and helpdesk SOPs
- Increased job applications 2x and weekly retention 25% by shipping a full-stack redesign of jobs feed
- Drove 50% increase in resume upload and profile completion on mobile
- Increased weekly app opens 30% and job applications 10% by deploying push notification infra.
- Improved app store deployment velocity from monthly to <10 days
- Grew qualified signup completion 28% by shipping bug fixes to signup flow
- Increased customer job inventory by 50% by identifying and resolving API bugs

Hack Reactor (acq. by Stride Inc. NYSE:LRN) (Two roles)

Head of Product Sep. 2016 - Sep. 2017

- Led distributed org of 17 software engineering instructor FTEs and 40+ teaching assistant FTEs
- Designed org structure for national education team of 25+ around personalized learning methodologies to increase proactive student outreach 2x and increase student satisfaction ~18%
- Shipped new curriculum and learning management software to support educational staff in maintaining industry-leading three month hiring rates of 90+%. at salaries of \$105k+.

Product Manager Feb. 2016 - Sep. 2016

- Hired and trained team of 8 to launch NYC campus, most successful campus launch
- Owned sales and marketing to grow revenue run rate from \$0 to \$3M+ in 3 months at 35% margins
- Negotiated Manhattan campus real estate from \$50k/mo down to \$22k/mo
- Owned compliance relationship with NY state education regulatory body (BPSS)
- Executed partnership strategy in securing UT Austin as a partner for federal grant pilot [EQUIP](#)

Batch Academy (acq. by Hack Reactor) | **Co-founder** Mar '15 - Feb '16

- Led Batch Academy to acquisition by Hack Reactor after generating \$60k in < 3 months
- Designed 100+ hrs of curriculum for a 10-week HTML, CSS & JS training course
- Automated admissions, legal and financial operations + tooling

Spredfast (acq. by Vista Equity Partners) | **Product Manager Intern** Jan '15 - May '15

- Built live prototypes and set roadmap for feature to monitor curated lists of 3000+ athletes and influencers' social media presences for enterprise brand marketing teams
- Parsed Closed-Won RFPs from massive customers like Coca-Cola, British Airways and T-Mobile for feature request commonalities to benchmark against internal roadmaps.

Software Engineering Experience

- **Polyglot (Video chat app):** Docker, EC2, Node, Express, PostgreSQL, React, WebRTC
- **Sembly (Events app):** – React Native, MongoDB, Node, Express, Mocha, Chai, Enzyme, Supertest

Education

University of Texas at Austin – Business Honors (3.9 GPA) left to start Batch Academy