

Omar Mohamed

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Professional Experience

Startups | Co-founder / Advisor *Mar '19 - present*

- **Tend Health (Co-founder):** Raised angel funding and designed clinical pilots to colocate psychiatrists and therapists into primary care clinics.
- **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 Arab street food dark kitchen
- **Bawi:** Advising seed-funded Mexican beverage brand on supply chain, fundraising and sales strategy

Wayup | Technical Product Manager (Mobile) *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

Nitro Beverage Co | Founding Team *Sep '17 - Jun '18*

- Founded coffee startup alongside family with \$1.8M to date selling \$1M+/yr in 1000s of stores nationwide
- Oversaw revenue organization (ecommerce, channel sales, merchandising) to a team of 4

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

Head of Product *Sep. 2016 - Sep. 2017*

- Led distributed team 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 ([Video](#))
- 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

- **Wayup:** React, React Native, Angular, Python, SQL, Figma/Sketch
- **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*