Omar Mohamed

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Rippling | Product Manager, Global Payroll *Aug '22 - Jul '24*
- → Led Australia expansion from 0 to $60M+ in annual volume and $3M+ ARR
- → Led France and Ireland expansions from 0 to 1, later generating $400k+ and $700k+ ARR respectively
- → Shipped tax calculators and payroll/pension data integrations with gov't agencies to attain software certification in Australia, Ireland and France, while scoping Germany, New Zealand, and Netherlands
- → Shipped bank debits, remittances and bank files to offer market-leading financial service capabilities
- → Collaborated with Time Off and Time & Attendance to ship a globalized leave and custom pay engine that automates statutory pay compliance in each country in a unified experience
- → Cold-outreached and interviewed 25+ customers and competitor employees to develop terrain maps
- → Trained Sales, Solutions Consulting, Implementations, Account Management, Support, Tax Operations, Product Marketing and Customer Education teams on country-specific taxation and payroll functionality

Routable | Product Manager, Special Projects *Oct '21 - May '22*
- → Shipped expedited ACH payments and risk process to reducing payment delivery time by 2-3 days
- → Shipped Real-Time Payments on UI, CSV & API, commanding a 3x premium on normal transaction fees
- → Shipped self-serve webhook management reducing DevEx support requests > 50%
- → Released 3 new limited user roles to unblock customers and improve security
- → Supported accounting channel partners with multiple workspace by redesigning email alerts

June Care | Co-founder *Mar '19 - Sep '21*
- → Supported 18 caregivers of people with Dementia in reducing burden felt and increasing preparedness
- → Prototyped smart care planner app to automate tasks for caregivers
- → Recruited 3 physicians for primary-care-embedded mental health care coordination program

Wayup | Product Manager, Mobile *Jun '18 - Jan '19*
- → Shipped a redesigned job feed that increased job applications 2x and weekly retention 25%
- → Grew signup completion 28% and resume upload 50% by redesigning onboarding and profile pages
- → Raised iOS & Android app store ratings 8% & 26% by shipping Instabug integration and helpdesk SOPs
- → Increased weekly app opens 30% and job applications 10% by deploying push notifications tooling
- → Increased app store deployment velocity from monthly to <10 days

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
- → Shipped new curriculum, LMS and tooling to 2x staff outreach and increase student satisfaction ~18%
- → Maintained industry-leading career outcomes: 90%+ 3 month hiring rate and average salary over $105k

Product Manager, NYC *Feb. 2016 - Sep. 2016*
- → Launched NYC to $3M+ run rate in 3 months at 35% margins; most successful campus launch
- → Reduced Manhattan campus real estate costs from $50k/mo to $22k/mo
- → Owned compliance relationship with NY state education regulatory body BPSS

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*
- → Shipped social media listening for enterprise customers to monitor 3000+ athletes and influencers
- → Analyzed RFPs from customers like Coca-Cola, British Airways and T-Mobile to drive roadmap planning

Startup Advising
- → **Pipekit** - YC S21: Ran customer development calls for Kubernetes-based automation startup
- → **Mo's Kitchen:** Ran digital operations to $50k in sales for dark kitchen
- → **Nitro Beverage Co**: Built CRM and sales strategy for coffee brand with $1.8M raised and $1M+/yr in sales in 1000s of stores nationwide
- → **Bawi:** Advising on supply chain, fundraising and sales strategy for venture-backed Mexican beverage brand on

Software Engineering Experience
- → **Polyglot (Video chat app):** Docker, EC2, NodeJS, Express, PostgreSQL, React, WebRCT
- → **Sembly (Events app):** – React Native, MongoDB, NodeJS, Express, Mocha, Chai, Enzyme, Supertest

Education

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