

# Yousef Elsheikh

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## EDUCATION

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### Bates College

*Bachelor of Arts, Major: Philosophy, Politics, Economics (PPE)*

**GPA:** 3.93 / 4.00

**Relevant Coursework:** Human Cooperation (A), Introduction to Logic (A+), Government & Politics (A+), States & Markets (A-)

**Lewiston, ME**

*August 2023 – May 2027*

## EXPERIENCE

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### Wholesaling Business

*Founder & CEO*

**Wayne, PA**

*August 2016 – Present*

- Built a \$20M / yr. wholesaling business reselling various consumers products domestically and internationally via online marketplaces (Amazon, StockEx, and GOAT) and retailer conventions
- Led product strategy, leveraging market trends and consumer research to identify consumer products with highest level of demand
- Trained and managed a team of 20+ full-time employees responsible for sourcing new products for resale
- Managed promotional approaches, product descriptions, and explainer videos designed to reduce friction at point of sale

### SpireAIO Corp.

*Founder & Developer*

**Wayne, PA**

*December 2020 – June 2021*

- Built a purchase automation bot, built on JavaScript and Golang, that automatically purchased limited edition retail items in bulk (Yeezy's, Jordans, Baseball Cards, Xbox One, PS5 etc.) at launch, beating the reaction time of humans
- Led a team of 6 full-time developers to reverse-engineer website security of major retailers and exploit loopholes for bot
- Sold business for \$200,000 as automation bots became more crowded and coding became cumbersome

### RyzeIO

*Co-Owner & Manager of Operations*

**Philadelphia, PA**

*August 2020 – December 2022*

- Spearheaded a discord-based consortium dedicated to mastery in niche reselling markets
- Cultivated a vibrant community, reaching over 2,000 members, each contributing \$50 - \$70 monthly
- Led a team of over 50 mentors and professionals to effectively manage and educate member community

### The Fundamentals/The Fundamentals Proxies

*Co-Owner & Manager of Operations*

**Wayne, PA**

*August 2020 – December 2022*

- Built an online membership-based discord group focused on selling high-speed proxies with ~1,000 active members (\$25 / month)
- Led team of 50+ employees / contractors to manage user experience

## LEADERSHIP & PROFESSIONAL DEVELOPMENT

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### ChefSanta

*Co-Founder*

**Wayne, PA**

*December 2021 – December 2021*

- Helped lead a non-profit charity that used excess profits from the resellers to help communities in need
- Worked with 10+ 8 figured valued companies to donate products allowing us to raise money in auction
- Raised over \$100,000 in a week for many in-need families, first responders, hospitals, and more.

### HAYHABOTS Inc.

*Manager of Operations*

**Wayne, PA**

*August 2020 – September 2021*

- Software company valued at over \$10M specializing in automation software to purchase goods with intent to resell within the reselling community, helping reach over 1.7 million E-Commerce purchases for resellers
- Managed a global team of 20+ engineers, support specialists, designers, and more
- Helped users utilize and setup the software application, created guides/videos, and took care of financial/billing issues

## OTHER SKILLS & INTERESTS

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**Languages:** Fluent English and Arabic

**Computer Skills:** Java, JavaScript, Go, C#, C++, MongoDB, Microsoft Office (Word, Excel, PowerPoint, Access), & Peoplesoft

**Interests:** Ultra-Endurance Runner, MMA Fighter, Automobiles, & Basketball