



Expert

# WORKSHOP GOING GLOBAL



## SEYMUR RASULOV

Seymur Rasulov is a dynamic and accomplished entrepreneur with a rich tapestry of experience in sales, business development, and executive management. Hailing from Baku, Azerbaijan, Seymur's journey in the corporate world has been marked by significant achievements and a deep commitment to innovation and growth. Currently living in Houston, Texas, Seymur is a 2x TED Speaker with the ambition to grow Whelp into a global conversational AI platform.

### Educational Foundation

Seymur's academic pursuits led him to the prestigious University of Illinois at Urbana-Champaign, where he completed his MSc in Information Science. During his time there, he demonstrated exceptional academic prowess, securing a double degree in Library and Information Science with a notable GPA of 3.8.

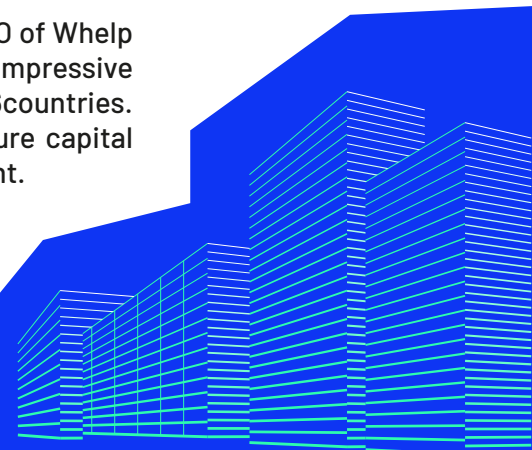
### Professional Trajectory

Seymur's professional career began at Springer in Dubai as a Regional Sales Associate. Here, he made an immediate impact by launching market penetration strategies in the CIS region, swiftly elevating sales from zero to a remarkable \$18M per year from new customers. This early success was a precursor to his future accomplishments.

He then transitioned to EBSCO Dubai, where he served as a Regional Sales Manager. In this role, Seymur showcased his ability to significantly scale business operations. He grew the annual recurring revenue by an impressive 300%, elevating it from \$2M to \$6M per year. This growth was largely due to his strategic introduction of multi-year agreements and business diversification. Managing a team of five staff, Seymur extended the company's reach across 26 countries in the MENA & CIS regions.

### Entrepreneurial Leap

The pinnacle of Seymur's career has been his role as the Founder and CEO of Whelp Inc. in New York, USA. Since February 2019, he has led the company to impressive heights, managing a team of 22 and extending sales operations across 36 countries. His leadership and vision were instrumental in raising \$1M from a venture capital firm, highlighting his proficiency in fundraising and executive management.





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### Accolades and Achievements

Seymur's entrepreneurial spirit and business acumen have earned him numerous accolades, including 'Entrepreneur of the Year 2019', the 'Mastercard People's Choice Award 2022', 1st Place at the 'Startup Fair 2022', and the 'Pitch Battle Winner 2022'. These awards are a testament to his innovative approach and success in the competitive business landscape.

### International Recognition and Language Proficiency

An advocate for global business, Seymur is fluent in English, Russian, Turkish, and Azerbaijani, which allows him to navigate diverse business environments with ease.

### Venture into Accelerators

Further showcasing his entrepreneurial flair, Seymur secured significant grants from esteemed accelerator programs. He was a \$240K grant winner from the Techstars Accelerator Program in both 2021 and 2022, and a \$100K grant winner from the 500Startups Accelerator Program in 2021.

Seymur Rasulov, with his extensive expertise in executive management, project management, public speaking, and market expansion, continues to drive innovation and growth in the business world. His journey is a blend of strategic foresight, relentless drive, and a deep understanding of the global market dynamics.

