

HOWARD DENG

Fullerton, CA | sdokdyg5656@gmail.com | howardlab.dev

LinkedIn: BoBo-GameBoost | **Etsy:** BoBo-GameBooster

ECOMMERCE OPERATIONS | CUSTOM INTERNAL TOOLS | WORKFLOW DESIGN

SUMMARY

- eBay marketplace operator with 6 years across two 100% positive feedback stores.
- Shipped over 6,000 orders. Main store posted \$7,096 in 12 days (Oct 2025).
- Drove a ~60% YoY sales lift by analyzing repeat-buyer patterns and inventory gaps to optimize pricing and sourcing strategies.
- Developed custom internal tools to bypass slow, off-the-shelf software and optimize fulfillment workflows.
- Looking for an eCommerce or marketplace operations role where running a real shop and shipping a working tool both count.

EXPERIENCE

Founder & Operator

Jan 2019 – Present

BoBo-GameBoost & BoBo-GameBooster (eBay, Etsy)

- Shipped 6,000+ units across two stores, maintaining 100% positive feedback on both platforms.
- Cut per-order handling from ~30 minutes to ~10 minutes by redesigning the fulfillment workflow around custom-built internal tools.
- Main store posted \$7,096 in 12 days (Oct 18–29, 2025). Secondary store opened Oct 27, 2025 with \$326 in week one, peaked at \$6.28k in December, held \$1.57k into January 2026.
- Leveraged data on repeat-buyer patterns and inventory gaps to optimize pricing and sourcing strategies, driving a ~60% YoY sales lift.
- Built a desktop order dashboard to replace the platform's slow alerts, dropping dispatch lag from minutes to seconds.
- Own the full loop: sourcing, pricing, listings, photography, customer support, dispatch, returns, feedback recovery, and bookkeeping.

Independent Tech Consultant

May 2023 – Present

Side Income

- Designed scalable, automated workflows and on-machine tooling to resolve complex client technical issues.

Crew Member

May 2024 – Present

McDonald's

- Maintained speed and accuracy under pressure during high-volume peak shifts.

SELECTED PROJECTS

- **Live Order Dashboard (2025):** Built a desktop tool that surfaces eBay orders instantly with a drag-and-drop dispatch queue, used daily to manage fulfillment.
- **Infield (2025–ongoing):** Developed a local-first personal knowledge base and RAG system ensuring 100% data privacy with rapid, cross-document search.

EDUCATION

California State University, Fullerton | BA, Business Administration (Accounting)

2022

SKILLS

Operations: Marketplace ops, listing optimization, pricing & sourcing, fulfillment design, dispute & feedback recovery, inventory tracking, customer support, bookkeeping fundamentals.

Tooling & Tech: Rust, React, Tauri, SQLite, Desktop App Development, Local AI/RAG Implementation, Spreadsheet-driven KPI tracking.

Languages: English, Mandarin, Cantonese.