

ABHI REGE

Jacksonville, FL | m: 1.818.941.1125 | JaxAR2024@gmail.com | [LinkedIn](#)

PROFESSIONAL PROFILE

International sales and business development leader with 12+ years of experience driving new customer acquisition, territory expansion, and revenue growth across global B2B markets. Proven ability to open new regions, manage complex sales cycles, and built long-term customer relationships in data-driven and regulated environments. Hands-on, results-driven operator with a strong technical foundation, deep international market expertise and track record of building scalable revenue engines across North America, Europe, Asia-Pacific and Latin America

CORE COMPETENCIES

- | | | |
|----------------------------|---------------------------------------|-----------------------------|
| • International Sales | • Distributor & Retailer Partnerships | • eCommerce Sales Channels |
| • Global Market Expansion | • Product Lifecycle Management | • Supply Chain Coordination |
| • Contract Negotiation | • Strategic B2B & B2C Selling | • Sales Forecasting |
| • Regulatory Documentation | • Compliance Coordination | • Relationship Building |

EXPERIENCE AND IMPACT

CONSULTANT, BUSINESS DEVELOPMENT

SELF-EMPLOYED | JACKSONVILLE, FL | SEP 2025 – PRESENT

Provide strategic advisory and hands-on execution support to international health/wellness & dietary supplement brands seeking expansion across U.S. and global markets.

- Advise international brands on multi-channel market entry strategies across Amazon (U.S. and global marketplaces) and international retail and distribution networks.
- Develop scalable go-to-market plans aligned with regional pricing, channel mix, fulfillment capabilities, and regulatory requirements.
- Facilitate introductions to vetted U.S. and international manufacturing partners and full-service logistics providers (3PL) to support cost efficiency and speed-to-market.
- Guide companies through U.S. and international import processes, including customs documentation, health authority compliance, labeling standards, and cross-border regulatory requirements.
- Support distributor selection, commercial negotiations, and partnership structuring to optimize margin, risk mitigation, and long-term growth.

BUSINESS DEVELOPMENT LEAD

NEVE LLC | JACKSONVILLE, FL | JAN 2015 – MAY 2025

Health and wellness venture focused on B2C eCommerce, global product distribution, and international growth

- Scaled a multi-million-dollar revenue operation from inception, owning the full sales lifecycle from lead generation and customer acquisition, through contract negotiation, close, and repeat business.
- Developed and executed international sales and expansion strategies across North America, Europe, Asia-Pacific, Middle East and Latin America, establishing distributor and partner relationships in multiple new markets.
- Led customer acquisition strategy across digital and direct channels, applying data and performance metrics to optimize pricing, conversion and revenue growth.
- Managed complex, multi-stakeholder sales cycles involving suppliers, international partners, logistics providers, regulatory consultants and fulfillment vendors.
- Collaborated cross-functionally with marketing, operations and product stakeholders to align go-to-market execution with revenue targets.
- Oversaw international eCommerce and digital sales operations, including marketplaces like Amazon UK, Amazon Mexico/Canada, Mercado Libre and direct-to-consumer storefronts.

- Utilized analytical tools (Google Analytics, SEO, PPC, CRM) to inform forecasting, sales planning, and performance optimization.
- Served as primary negotiator for distributor, reseller and partnership agreements, tailoring commercial terms to regional market requirements.

KEY ACHIEVEMENTS

- Improved operating margin by 30% through pricing optimization, cost control and supply chain efficiencies.
- Built and grew a 7-figure eCommerce sales channel with high-margin returns and strong repeat customers
- Achieved consistent year-over-year growth, including driving 25% YoY sales driven by product and market expansion.

BUSINESS DEVELOPMENT LEAD

HONEYLIFE INTERNATIONAL LLC | JACKSONVILLE, FL | MAR 2006 – DEC 2014

Multinational startup focused on global B2B sales of consumer wellness products across regulated and emerging markets

- Led sales and business development initiatives across Europe, Asia, Latin America and the Middle East.
- Launched the EU division, overseeing regulatory compliance, VAT registration and regional sales operations.
- Built and managed distributor and retailer partnerships, negotiating cross-border contracts and pricing structures tailored to diverse regulatory and economic environments.
- Managed and mentored distributed sales and operations teams across the U.S. and Europe, establishing standardized sales processes and communication protocols
- Represented company at international trade shows and industry events to generate pipeline and expand market intelligence

KEY ACHIEVEMENTS

- Built a profitable European operation generating seven-figure annual revenues
- Expanded company presence to more than 50 international markets through strategic partnerships.
- Secured a major Italian distributor who became one of the company's top revenue generators.
- Successfully launched and scaled the Australia/New Zealand market into significant revenue channel

EDUCATION

BACHELOR OF SCIENCE (B.Sc.) IN COMPUTER SCIENCE - *Simon Fraser University, Canada*

BACHELOR OF ARTS (B.A.) IN ITALIAN & INTERNATIONAL BUSINESS - *University of Wisconsin-Madison, Madison, WI*

ADDITIONAL INFORMATION

Languages: English (Native/Fluent), Italian, Spanish, Hindi

Technical Proficiencies: Microsoft Office Suite (Word, Excel, PowerPoint, Teams, Outlook), Google Suite, Zoom, CRM-Salesforce