

ABHI REGE

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

POSITIONING STATEMENT

Seeking a challenging role in international sales and business development where I can leverage two decades of global market expansion to accelerate international revenue growth and strengthen global presence.

PROFESSIONAL PROFILE

International sales and business development leader with 20+ 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
- Global Market Expansion
- Contract Negotiation
- Pricing Strategy
- Distributor & Retailer Partnerships
- Product Lifecycle Management
- Strategic B2B & B2C Selling
- Remote Team Collaboration
- eCommerce Sales Channels
- Supply Chain Coordination
- Sales Forecasting
- Regulatory Compliance

EXPERIENCE AND IMPACT

VICE PRESIDENT, BUSINESS DEVELOPMENT

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

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

- Built and 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 eCommerce and digital sales operations, including Amazon Seller Central, Shopify, Walmart.com 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.
- Ensured compliance with domestic and international regulations, label standards and export requirements.

KEY ACHIEVEMENTS

- Scaled company from zero to sustained multi-million-dollar revenue with consistent profitability.
- 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.
- Secured high-profile product placement at the Kennedy Center Awards Gala.

VICE PRESIDENT, BUSINESS DEVELOPMENT

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 international sales and business development initiatives across Europe, Asia, Latin America and the Middle East.
- Launched the EU division, overseeing regulatory compliance, VAT registration, invoicing 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
- Partnered with product development to customize SKUs for regional market requirements.

KEY ACHIEVEMENTS

- Built a profitable European operation generating seven-figure annual revenues
- Expanded company presence to more than a dozen international markets through targeted outreach and strategic partnerships.

DIRECTOR OF INTERNATIONAL SALES

WILLIAMS WORLDWIDE TV (WWTV) | SANTA MONICA, CA | MAR 2003 – MAR 2006

Global distributor of consumer products and media content through TV and retail channels

- Drove international sales growth by opening new markets in Italy, Australia, and New Zealand,
- Delivered consultative sales presentations and negotiated distribution contracts with international partners.
- Collaborated with internal teams to evaluate market viability, pricing strategies, and product positioning.
- Identified and onboarded complementary product lines to enhance overall client offerings and boost revenue across accounts.
- Managed partner relationships to ensure performance, renewals, and repeat business.

KEY ACHIEVEMENTS

- 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.

SYSTEMS ANALYST & SALES ASSOCIATE

TELUS ENTERPRISE SOLUTIONS | VANCOUVER, CANADA | JAN 2000 – DEC 2002

National telecommunications provider serving enterprise clients with customized technical solutions

- Served as liaison between enterprise clients and development teams, translating business requirements into technical specifications.
- Supported enterprise sales efforts by demonstrating system functionality and integration capabilities
- Designed workflows, use cases and technical documentation for software implementation.

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

Work Style: Fully remote, international collaboration, cross-time-zone leadership