



## CRISTHIAN GUISEPPE SOLIS GONZALEZ

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**EU PERMANENT RESIDENT BY MARRIAGE – BUCHAREST, ROMANIA**

### EXECUTIVE SUMMARY

I build and scale business through innovation-driven transformation and strategic partnerships, with USD\$2Billion+ in deals structured involving private and publicly traded companies, from startups and OTC to NASDAQ, S&P 500, and Fortune 500s. I assist businesses with total business re-engineering (TBR) and downsizing, business process outsourcing (BPO), quote to cash (Q2C) and revenue operations (RevOps), merger and acquisitions (M&A), market entry and expansion. Specialist in private equity, asset and liability protection, real world assets (RWA) tokenization, cross-border governance, risk mitigation and compliance (GRC). Expert in financial markets and multidisciplinary field operations across Europe, EMEA, MENA, APAC & LATAM. I advise, consult, coach, mentor and do business while living across global hubs, maximizing opportunity, capitalizing on emerging markets, and leveraging emerging technologies for top to bottom-line growth. What's Next? Leveraging quantum computing solutions, engaging executives and institutions driving the next evolution of global markets.

### EXECUTIVE EXPERIENCE

#### Chief Technical Officer (CTO)

Artificial Intelligence Real Estate, S.A. – Panama City, Panama | 2024 – Present

- Pre-revenue *AI-driven* PropTech innovative processes automation R&D in real estate.

#### Chief Operating Officer (COO)

Real Estate in The Blockchain, S.A. – Panama City, Panama | 2024 – Present

- Spearheading pre-revenue *DLT-driven* R&D PropTech *tokenization of real-world assets* unlocking liquidity for global investors.

#### Managing Partner

Empire Securities – Romania | 2022 – Present

- Market research and feasibility studies supporting *EU Capital Markets access*.

#### Chief Growth Officer (CGO)

Pocri View – Pocri, Panama | 2021 – Present

- *Venture capital* 5xROI Real Estate investment.

#### Chief Revenue Officer (CRO)

Sunny – Veraguas, Panama | 2021 – Present

- *Private equity* 10x ROI RE investment.

#### Finance Business Partner

Mercologo (*e-commerce*) – Panama City, Panama | 2020 – Present

Natural Water Resources – GA, USA | 2020–2021

- Directing *Quote to Cash & Annual Recurring Revenue Operations strategies* in consulting.

#### Founder

Blockchain FinBan – Romania | 2018 – Present

- Pre-revenue FinTech and InsurTech R&D innovations leveraging DLT frameworks.

#### Chief Compliance Officer (CCO)

EURASIAN LAW – Panama | 2014 – 2020

- Led RegTech compliance risk mitigation.

#### Executive Director

Royal Wealth Management Foundation – International | 2013 – Present

- InvestTech managed **\$1.2B+** total investments throughout my tenure.

#### Director of Development

Greenway Island Limited – Hong Kong SAR | 2013 – 2023

- Led *commercial* real estate (CRE) brokerage delivering *client-centric* high-value returns.

#### Director of Public Relations

Benkei Media, Ltd. – Hong Kong | 2013 – 2023

- Led InvesTech *Investor Relations* campaigns *communications* for publicly traded entities.

#### Managing Director

InterOcean Law – Belize | 2013 – 2021

- Oversaw LawTech *capital markets deals structuring* and compliance frameworks.

#### Chief Financial Officer (CFO)

FTEC LAW & ESTATE PLANNING – Panama City, Panama | 2010 – Present

- Directed *Order to Cash* financial governance, company valuation, M&A, escrow and trust. treasury management. corporate, vessel and real estate sale and financing transactions.

#### Chief Executive Officer (CEO)

First Title, Escrow & Closing Services of Panama – Panama City, Panama | 2008 – 2018

- InsurTech industry lead title *agency*, secured **NASDAQ/REIT client \$375M+ BPO deal**.

#### Country General Manager

Fidelity – Chicago Title Insurance – Panama City, Panama | 2008 – 2008 | a **Fortune 500**

- Spearheaded *market entry* as a fully licensed Captive Insurer, securing **\$50M+ in deals**.

#### Regional General Manager (C. America)

LandAmerica – Lawyer's Title – Panama City, Panama | 2004 – 2008 | a then **Fortune 500 Co.**

- Developed the reinsurance *market expansion*, secured **\$250M+ in deals** with institutional investors and CRE developer group clients, through early *RevOps/GTM* adoption and *strategic partnerships* professional networks.

#### General Manager

BusinessPanama Group – Panama City, Panama | 2004 – 2007

- *Reengineered* six divisions: *Real Estate*, Mortgage, Insurance, Capital, Corporate, and Advisory. *RevOps* resulted in **100M+ sales**.

#### Business Office Manager (US, Canada & China manufacturing, world distribution)

American Health Inc. – Panama City, Panama | 2003 – 2004

- E-commerce & Supply Chain Leadership, *RevOps*, Sales, CRM, ERP, BPO, Logistics, Financial Governance, *Cost Engineering*.

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### EARLY FORMATIVE EXPERIENCE

#### Senior Specialized Interpreter (Eng-Spa)

Language Line Solutions – USA & Canada,  
Over-The-Phone, Remote – 2002 – 2003

- Financial (stock options/market transactions, IRA rollovers), Insurance claims process, Medical (surgery room and specialist visits), Emergency 911, Legal Court proceedings.

#### President

Engineering Development & Consulting Corp. –  
Panama City, Panama | 2001 – Present

- Headed *market entry technical feasibility studies* for AgriTech and CleanTech clients.

#### Founder

NewTech Corp. – Panama | 2000 – 2002

- Leading *Business Process Outsourcing-BPO*, EdTech & IT Solutions for corporate clients.

#### Training Manager (ITIL, Network, Servers, Coding & ESL EdTech)

Cable & Wireless (British *Telecommunications* company)– Panama City, Panama | 1999 – 2002

- Led nationwide ITIL, Network, Servers, Coding bootcamp, Office Suite, and English as a Second Language (ESL), server based EdTech training **\$1M+ total investment** contracts equipping **5000 employees** with skills to reenter the labor market throughout their *corporate downsizing* transition.

#### Academic Director (Panama – Colombia)

Universidad del Istmo – Panama City, Panama & Bogota, Colombia | 1997 – 1999

- Headed the College division expansion, setup new branches for the Computer Science and Business Administration Associate Degrees, training in ITIL, Network, Servers, Coding, Office Suite, English as a Second Language (ESL) and *Continuing Education* programs.

#### Apprenticeship

OMC GROUP – Panama | 1996 – 1997

- Trained in multi-jurisdictional special purpose vehicle or acquisition company (SPV/SPAC) offshore-onshore structuring.

### EDUCATION

#### Diploma in Education (Accounting)

ICP, Mexico | Expected 2025

#### Bachelor of Business Administration (BBA)

Transilvania University of Brasov | 2015 – 2017

#### Diploma in Education (TESOL)

The University of Georgia, USA | 2012

#### Associate of Law (Corporate, Finance &

Securities) | Universidad del Istmo, Panama |  
1998 – 2000

#### Associate of Technology (Computer

Programming) | Universidad de Panamá | 1996  
– 1998

#### Bachelor of Applied Science (Industrial

Engineering) | Universidad Tecnológica de  
Panamá | 1994 – 1996

#### Diploma in Education (ESL) | Panama Canal

College, USA | 1994

#### High School Diploma (Science) | Instituto

Panamericano, Panama | 1993

### CERTIFICATION / COURSE

- AI Business Intelligence (BI), Revenue Operations (RevOps) & Go-To-Market (GTM) Strategies
- AI Solutions Architecture
- Cloud Solutions Architecture
- DLT Solutions & RWA Tokenization
- Investors Relations
- Financial Markets
- Securities Brokerage
- Financial Modeling & Risk Management
- Arbitration & Dispute Resolution
- Negotiation & Conflict Resolution
- AML & CFT Compliance
- Real Estate Brokerage
- ForEx Analyst
- Sales Budgets
- Agile frameworks
- I.T.I.L. Framework
- Project Management
- Microsoft Systems Engineer
- CompTIA A+ and Network+
- Asset/Liability Protection Structures
- Authorized Public Interpreter & Translator  
**License #: ID 496-IP-73** (English – Spanish)
- Public Speaking

### LANGUAGE SKILLS

English/Spanish	Native/Bilingual
Portuguese	Professional
Romanian	Intermediate
Russian/Turkish	Elementary

### REFERENCES

<https://www.linkedin.com/in/cristhiansolis>

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## Digital Transformation Tech Hands-on Skills

Agentic AI	■■■■■■■ ■■■
AI Agents	■■■■■■■■■■
AI Engineering	■■■■■■■■■■
API Development	■■■■■■■■■■
Blockchain	■■■■■■■■■■
Cloud Computing	■■■■■■■■■■
CI/CD	■■■■■■■■■■
Cybersecurity	■■■■■■■■■■
Data Analytics	■■■■■■■■■■
DAO	■■■■■■■■■■
DeFi	■■■■■■■■■■
Digital Transformation	■■■■■■■■■■
Full-Stack Development	■■■■■■■■■■
Machine Learning	■■■■■■■■■■
Process Automation	■■■■■■■■■■
Programming/Scripting/Coding	■■■■■■■■■■
Research & Development (R&D)	■■■■■■■■■■
Retrieval-Augmented Gen. (RAG)	■■■■■■■■■■
Smart Contracts	■■■■■■■■■■
Tokenization	■■■■■■■■■■

## Sales (PR-BizDevOps-RevOps) Expertise

Account Management	■■■■■■■■■■
AI Optimization (AIO)	■■■■■■■■■■
Answer/Search Engine Optimization	■■■■■■■■■■
BizDevOps (DevOps 2.0)	■■■■■■■■■■
Business Development (BizDev)	■■■■■■■■■■
Crisis Management (IR/PR)	■■■■■■■■■■
Customer Relationship Management	■■■■■■■■■■
Deal Closure	■■■■■■■■■■
E-commerce	■■■■■■■■■■
Go-To-Market (GTM) Strategy	■■■■■■■■■■
Growth Strategies	■■■■■■■■■■
Reputation Management	■■■■■■■■■■
Investors Relations (IR)	■■■■■■■■■■
Public Relations (PR)	■■■■■■■■■■
Market Analysis	■■■■■■■■■■
Market Research	■■■■■■■■■■
Marketing Strategy	■■■■■■■■■■
Negotiation	■■■■■■■■■■
Networking	■■■■■■■■■■
New Market Expansion	■■■■■■■■■■
New Business Development	■■■■■■■■■■
Revenue Operations (RevOps)	■■■■■■■■■■
Quote to Cash (Q2C / QTC)	■■■■■■■■■■
Sales Management	■■■■■■■■■■
Direct Sales	■■■■■■■■■■
Presentations & Consultative Sales	■■■■■■■■■■

## Management & Consulting Specializations

AI Strategy	■■■■■■■■■■
Attention to Detail	■■■■■■■■■■
Budgeting & Forecasting	■■■■■■■■■■
Business Planning	■■■■■■■■■■
Business Strategy	■■■■■■■■■■
Data-driven Decision Making	■■■■■■■■■■
Key Performance Indicators (KPI)	■■■■■■■■■■
Logistics Management	■■■■■■■■■■
Operations Management	■■■■■■■■■■
Predictive Analytics	■■■■■■■■■■
Problem Solving	■■■■■■■■■■

Project Management	■■■■■■■■■■
Relationship Building	■■■■■■■■■■
Resource Optimization	■■■■■■■■■■
Statistical Data Analysis	■■■■■■■■■■
Strategic Partnerships	■■■■■■■■■■
Strategic Planning	■■■■■■■■■■
Supply Chain Management	■■■■■■■■■■

## Investments Know-how Specializations

Capital Markets	■■■■■■■■■■
Corporate Real Estate (CRE)	■■■■■■■■■■
EU Single Market	■■■■■■■■■■
EU Taxonomy	■■■■■■■■■■
Financial Engineering	■■■■■■■■■■
Venture Capital	■■■■■■■■■■
Merger & Acquisitions (M&A)	■■■■■■■■■■
Portfolio Optimization	■■■■■■■■■■
Private Equity	■■■■■■■■■■
Real Estate (RE)	■■■■■■■■■■
Securities Trading	■■■■■■■■■■
SPV/SPAC Structuring	■■■■■■■■■■
Stock Exchanges	■■■■■■■■■■
Token Exchange Platforms	■■■■■■■■■■
Tokenomics & Trading Strategies	■■■■■■■■■■
Fundraising	■■■■■■■■■■
Investment Management	■■■■■■■■■■

## HR (Development-Personal-Interpersonal) Skills

Self-starter / Entrepreneurship	■■■■■■■■■■
Analytical Skills	■■■■■■■■■■
Coaching & Mentoring	■■■■■■■■■■
Cognitive Flexibility	■■■■■■■■■■
Communication	■■■■■■■■■■
Critical Thinking	■■■■■■■■■■
Cross-functional Team Leadership	■■■■■■■■■■
Emotional Intelligence (EQ)	■■■■■■■■■■
Leadership & Recruiting	■■■■■■■■■■
Team Management	■■■■■■■■■■
Training and Development	■■■■■■■■■■
Workforce Development	■■■■■■■■■■
Continuous Improvement	■■■■■■■■■■

## Governance-Risk-Compliance (GRC) Expertise

Asset/Liability Management	■■■■■■■■■■
Company Valuation	■■■■■■■■■■
Cost Engineering	■■■■■■■■■■
Order to Cash (O2C / OTC)	■■■■■■■■■■
Cryptocurrency	■■■■■■■■■■
Due Diligence	■■■■■■■■■■
Economic Data Analysis	■■■■■■■■■■
Electronic Payments	■■■■■■■■■■
ESG Integration	■■■■■■■■■■
Financial Analysis	■■■■■■■■■■
Financial Governance	■■■■■■■■■■
Financial Planning	■■■■■■■■■■
P&L Management	■■■■■■■■■■
Project Finance	■■■■■■■■■■
Property Management	■■■■■■■■■■
Cross-border regulatory compliance	■■■■■■■■■■
SEC/FINRA Compliance	■■■■■■■■■■
Risk Mitigation	■■■■■■■■■■
Sustainability	■■■■■■■■■■
Treasury Management	■■■■■■■■■■