

Jose M. Belsol

☎ (786) 443-7692 | ✉ jm@belsol.com | 🌐 [linkedin.com/in/josemanuel-belsol](https://www.linkedin.com/in/josemanuel-belsol)

Bilingual: English & Spanish

Sales & Operations Professional

LATAM Market Expert | Trusted Advisor to Business Owners

Bilingual sales and operations professional with extensive experience supporting C-level executives and business owners across international markets. Proven ability to manage complex calendars, travel arrangements, project coordination, and operational processes with discretion and professionalism. Skilled in cross-cultural communication, financial oversight, and relationship management. Trusted right hand to leadership teams, ready to contribute organizational excellence to Carnival's Brand Leadership Team

Core Strengths

- Sales Operations & Territory Development
- Import/Export & Supply Chain Management
- Business Process Improvement & Cost Optimization
- Cross-Cultural Negotiation & Leadership
- LATAM Market Expansion & International Sales
- Client Relationship Building & Account Growth
- P&L Management & Financial Acumen
- Entrepreneurial Mindset & Operational Execution

Professional Experience

Independent Day Trader

Miami, FL | 2022 – Present

- Conduct market analysis, manage trading strategies, and enhance financial forecasting skills
- Applied disciplined, data-driven decision making in high-pressure environments

Sales Agent – Latin America

JM Technical Textiles / Junkers & Muellers GmbH | Miami, FL | 2015 – 2022

- Doubled LATAM revenue through new partnerships and customized sales programs
- Opened new markets in Brazil, Argentina, and Mexico; built long-term distributor relationships
- Advised clients on market trends, pricing, and product positioning

Franchise Manager

Window Gang of South Florida | Miami, FL | 2013 – 2015

- Launched and scaled a service business to 2,000+ customers
- Managed operations, sales, team hiring/training, and P&L
- Awarded Franchise of the Year twice for sales growth

General Manager

Vertilux LTD. | Miami, FL | 2002 – 2012

- Led multi-country expansion, opening 9 international operations and 14 distribution centers
- Tripled sales revenue and improved gross profit margins by 35%
- Directed supply chain, import/export logistics, and pricing strategies
- Managed real estate investments, operational leadership, and strategic growth

Education

MBA – Management

Institute for Advanced Studies in Management, Caracas, Venezuela

B.S. – Economics & Management

Metropolitan University, Caracas, Venezuela

Executive Development Programs – Nova Southeastern University

Languages

English (Fluent)

Spanish (Fluent)