

Project Consultant/Trainer

Edel Pontes



Edel Pontes is a Senior Consultant/Trainer with CMA Enterprise Incorporated. Professionally, Mr. Pontes is a results-oriented, analytical consultant with entrepreneurial spirit and strong leadership skills, especially in start-up environments and in the education/learning industry. He has in-depth experience in growing new businesses and designing dynamic and cross cultural work environments. Born in Brazil, Mr. Pontes has lived and worked in different countries, such as USA, Mexico, and China. He moved to the USA with his family in 2007, when he decided to build his new path by living the America experience. Since then, Mr. Pontes has developed practical application of living the immigration life into America. As a Consultant for IBM USA, Mr. Pontes was awarded with certificate of excellence for outstanding performance and best business plan, centered around health education for people with disabilities in India. As the CEO of VEROCH, a Product Safety Testing Equipment Manufacturer in South Florida, Mr. Pontes not only participated in the development of ISO procedures, which can easily be transferable to any company in any industry, but also developed business plan for the company's ISO 17025 Laboratory, accredited by A2LA in 2015. Throughout his experience, Mr. Pontes:

- * Built business partnerships with strategic suppliers and distributors in USA, LATAM, China, and ASEAN. Maintained direct business relationships with strategic customers in Brazil, Mexico, and USA.
- * Participated in business fairs and international trade missions, increasing corporate business presence in Brazil, Mexico, Singapore, and China.
- * Prepared in-depth presentations of business performance. Actively participated in board of directors' meetings and rounds of investment.

- * Managed and implemented project for ISO 9001 and ISO 17025 policies and developed team mindset for quality control processes.
- * Committed to quality control processes. Responsible for results of internal audits, achieving ISO 9001 Certification and ISO 17025 accreditation.
- * Developed content material for continuous improvement as per ISO requests.
- * Built operations for start-up software company; formulated policies to ensure compliance with state, federal, and international laws; opened operations in Latin America, UK, and Romania.
- * Reviewed due diligence process during acquisition of an online Job board. Managed sales operations, improving performance and increasing revenue by over 100% within the first year after acquisition.
- * Coordinated the company's financial and budget activities, including P/L forecasting, to fund operations, maximize investments, and increase efficiency. Determined staffing requirements, interviewed, hired, and trained new employees according to company policies and procedures, ensuring that all teams worked effectively and aligned with company requirements.

Mr. Pontes is a Civil Engineer with post graduation in E-commerce and Psycho-Pedagogy from Brazil. He also studied in Shanghai, China, where he developed skills on how to do business with Chinese companies. He received his Masters in Business Administration from Hult International Business School in Cambridge, Massachusetts, USA. Mr. Pontes is trilingual. He fluently speaks English, Spanish, and Portuguese.

Mr. Pontes is also a writer. He developed the concept of Emotional Entrepreneurship, a book originally written in Portuguese, which is currently being translated into English to be released in the USA in 2017. He has trained and develop talents in different corporate levels in Brazil. Mr. Pontes sits in some boards of directors in Florida, as well as he is the head of FindBrazil in USA, an association with international presence, assisting Brazilian companies in the expansion of exports and attracting investment. FindBrazil acts as a business platform, formed by a network of entrepreneurs, executives, associations, and companies of all sizes.