

PABLO JOSE SEOANE TOLA

Strategic and bilingual business leader with 17+ years of experience in operations, business development, and entrepreneurship. Now expanding my capabilities through formal programming training, bridging the gap between technical solutions and business strategy. Proven ability to lead scalable growth, optimize processes, and drive decision-making across diverse industries. Seeking to contribute to forward-looking organizations where innovation meets execution.

CORE STRENGTHS

- Strategic Planning & Financial Insight
- Business Development & Stakeholder Alignment
- Reporting & Data-Driven Decision Support
- Process Optimization & Operational Excellence
- Project Oversight & Cross-Functional Execution
- Scalable Growth & Continuous Improvement

EXPERIENCE

06/2025 – Present, **Full-Stack Developer in Training / CodeBoxx** Saint Petersburg, FL, USA

Building responsive websites with HTML, CSS, JavaScript, and Node.js, integrating backend logic, APIs, and front-end interaction using Agile workflows and version control tools.

04/2025 – Present, **Food Server / Chili's Grill & Bar** Saint Petersburg, FL, USA

Maintaining work ethic and adaptability while pursuing career transition through technical training.

06/2023 – 10/2024, **Field Operations Manager / The Best Restoration** Gainesville, FL, USA

Property damage mitigation company specializing in emergency restoration services. Supported the optimization of field operations by creating and implementing a process manual that standardized key workflows and implemented performance metrics.

07/2020 – 04/2023, **Founder & Director of Operations / Tanos Pizza - Paniga SAC** Lima, Peru

Digital ghost kitchen offering on-demand food through delivery platforms. Launched an operation focused on speed, efficiency, and consistency. Implemented SaaS tools to manage inventory, orders, and marketing campaigns. Increased production efficiency by 20% while maintaining over 90% quality compliance across all deliveries.

12/2018 – 10/2019, **General Manager / Panini - Distribuidora Jardens SAC** Lima, Peru

Official distributor of licensed collectibles and publishing products for Panini Group. Supported the strategy and led operations for Panini in Peru. Managed key retail and wholesale partnerships oversaw both national and international supply chain operations, and directed brand marketing across multiple channels. Increased product sales from \$2.5M to \$12M by expanding distribution and enhancing brand visibility.

04/2008 – 10/2018, **Entrepreneur & Business Strategist** Lima, Peru

Built and scaled retail and real estate ventures from the ground up, achieving 350% revenue growth through marketing and operational execution. Led development of commercial investment projects and strategic partnerships in \$50M joint ventures.

EDUCATION

Master's in Business Administration and Management – PAD Business School Lima, Peru

LLB in Law – University of Lima Lima, Peru

TECHNICAL SKILLS

- Programming: JavaScript, HTML, CSS, Node.js (in progress)
- Tools: GitHub, Visual Studio Code, Postman
- Methodologies: Agile principles, API design, RESTful architecture
- Current training: Full-stack web development (CodeBoxx, 2025 cohort)