



# CÉSAR CORDERO SANTIAGO

info@cgcbusiness.com | 787-231-7329 | San Juan PR 00913

## Summary

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Multi-talented professional with several years of experience bringing background in financial administration, business development and operations leadership. Skilled at stepping into different areas with flexible and resourceful approach. Visionary project and program leader with exceptional problem-solving skills.

## Skills

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- Project management
- Leadership Experience
- Communication & Negotiation
- Problem Solving & Critical Thinking
- Statistical and Data Analysis
- Business Development
- Operations Management
- Budget Control
- Contract Negotiation
- KPI Tracking
- Inventory Management
- Report Preparation

## Experience

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CGC CONSULTING GROUP  
**Director & Managing Partner**  
*01/2021 - Current*

- Established a specialized consulting company focused on assisting small and medium businesses in enhancing sales, scalability, market share, and product positioning
- Spearhead the training and supervision of teams consisting of 5+ proficient individuals dedicated to aiding SME across various industries including food, manufacturing, agricultural retail, and real estate.
- Manage inventory and successfully increased sales while maintaining optimal inventory levels and implementing lean business practices.
- Utilize digital marketing strategies to improve sales growth, streamline inventory management, and optimize overall business performance.
- Cultivated strong relationships with customers by responding promptly to inquiries or complaints.
- Built strong business consulting relationships within assigned accounts to maintain consistency in planning and implementation of high-value solutions.
- Developed financial projections for business owners looking to expand operations or pursue new ventures.
- Provided leadership and guidance to store employees in order to meet business objectives.
- Negotiated contracts with new clients while maintaining existing business relationships.
- Advised clients on operational processes, organizational structures, product development, pricing strategies and other key business decisions.
- Identified and analyzed trends in business performance metrics to inform decision-making process.
- Drafted reports summarizing findings from consulting projects delivered.
- Actively participated in networking events with colleagues from other firms to increase referral business.

- Provided consulting services to clients regarding their business objectives and challenges.
- Identified new business opportunities through research activities.
- Provided consulting services to businesses regarding economic trends or financial decision making strategies.
- Evaluated capital expenditure requests from different business units according to ROI criteria.
- Brought in substantial word-of-mouth business based on quality of work and customer service skills.
- Negotiated with brokers and agents regarding terms of new business placements.

Herbal Biotech Pathways (HBP Labs) | San Juan, PR

**Operations Lead**

*01/2017 - Current*

- Developed training programs for new employees as well as existing staff members.
- Provided leadership and guidance to subordinate managers and supervisors.
- Ensured compliance with applicable laws, regulations, industry standards.
- Maintained budgeting documents for accurate tracking of expenses.
- Created policies and procedures for improved workflow processes.
- Developed and implemented operational strategies to improve efficiency and reduce costs.
- Negotiated contracts with suppliers ensuring best value pricing options were secured.
- Analyzed financial data to make informed decisions on cost savings initiatives.
- Developed and implemented operational strategies to maximize efficiency, reduce costs, and improve customer satisfaction.
- Monitored inventory levels to ensure adequate stock was available at all times.
- Monitored inventory levels and placed new orders for merchandise to keep supply well-stocked.
- Appraised inventory levels on frequent basis, ordering new merchandise to keep quantities well-stocked.
- Reviewed financial statements and sales or activity reports to measure productivity or goal achievement.
- Assessed and evaluated business procedures and implemented structure to improve day-to-day operations.
- Delegated work to staff, setting priorities and goals.
- Formed and sustained strategic relationships with clients.

Commercial Centers Management (CCM) | San Juan, Puerto Rico

**Field Project Management & Leasing Assistant**

*06/2010 - 08/2010 (Summer)*

*06/2011 - 08/2011 (Summer)*

*06/2012 - 08/2012 (Summer)*

- Directly collaborated with prospective tenants and leaseholders to streamline lease agreement processes and ensure compliance with legal requirements.
- Conducted regular inspections for all tenants and sites, encompassing both retail and shopping centers.
- Analyzed market trends in order to adjust rental rates accordingly.
- Prepared monthly reports summarizing occupancy levels, rents received, renewal rates.
- Monitored tenant accounts for late or missed payments.
- Answered phone calls from prospective tenants and provided information about available rental units.
- Organized and updated tenant files on a regular basis.
- Assisted with the preparation and execution of lease documents for new tenants.

- Worked closely with property managers to ensure that all leasing activities are completed efficiently.
- Inspected vacant units prior to move-in to ensure they are ready for occupancy.
- Maintained accurate records of tenant contracts, leases, and payments.
- Liaised between construction manager and tenant during build-out phase of tenant suite.
- Supervised production of annual rent, operating expense, and real estate tax adjustments.

## Education and Training

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TEMPLE UNIVERSITY, FOX SCHOOL OF BUSINESS | Philadelphia, Pennsylvania

**BBA** in Entrepreneurship & Finance

05/2015

- Minor in: Management Information Systems (MIS)
- Dean's List: Fall 2009, Spring 2010, Fall 2010, Spring 2011
- Toastmasters International: 2009 & 2010

## Certifications

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- Licensed Real Estate Broker
- Good Manufacturing Practices (GMP)
- Good Agricultural Practices (GAP)
- Project Management Certification (PMP)
- Digital Marketing Certification (Google & DMI)

## Memberships

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- Global Shapers San Juan Hub
- Asociación Hecho en PR
- Centro Unido de Detallistas (CUD)
- National Association of Realtors (NAR)
- National Association of Hispanic Real Estate Professionals (NAHREP)