

# TONY PEARL

Business Broker Executive



## CONTACT



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[www.ambassador-business.com](http://www.ambassador-business.com)

## PROFILE

Tony Pearl is an award-winning professional who brings over 20 years of sales and marketing experience to each project he joins. In 2015 Tony became the founder and President of Ambassador Business Solutions, Inc., a business agency that consults with businesses on new business acquisitions, technology augmentation solutions, telecom expense management and outsourced skilled tech labor. Tony is also a Certified Business Broker through Sunbelt Business of Charlotte. Sunbelt specializes in helping companies buy and sell businesses in the Middle Market, Main Street Business and Franchise Business Sales. In addition, Tony has secured strategic relationships with over three dozen technology solution providers. This one-two punch helps arm decision makers with fresh ideas on innovation prior too on boarding a new business acquisition and we help you find the right fit to achieve maximum profitability and proficiency with your day to day operations and IT networks.

## EDUCATION

### BBA, Marketing

North Carolina Central  
University - Durham, NC

## SKILLS

Consultation | Marketing Research |  
Expense Management | Negotiating  
Contracts | Vendor Relationship  
Management | Networking | Training &  
Development | Project Management |  
Collaboration | M&A | Outsourced  
Staffing Specialist | Traditional & Digital  
Media

## ACCOLADES

- Board of Advisors CPCC Small Business (2023)
- Certified Main Street Business Broker (2022)
- Certified UCAAS Specialist (2019)
- Certified Digital Marketing Specialist (2018)
- President Ambassador Business Solutions, Inc.
- Founder and President of Reach 10 Society Non-Profit  
Host and Executive Producer of The Pearl Reports on
- 730 The Game, ESPN Charlotte (2018 - Present)  
Publisher of US Prep Athletes The Magazine (2010 - Present)
- Founder of US Power Sports Network Broadcast
- Former Community Chairperson (Collaborative Ventures)
- Former VP of (South Park Business Networking Referral Group)

## TONY PEARL

### TECHNOLOGY & BUSINESS BROKERING EXPERIENCE

#### January 2015 - Present

- ✦ Help guide business owners through a process of successfully executing sales transactions of their business from \$500,000 in revenue up to over \$30 million in yearly revenue.
- ✦ Serve business owners, private equity groups, corporations and high net worth investors who are interested in acquiring private companies.
- ✦ Generate reports and conduct industry research to ensure business owners receive the highest multiple for their business.
- ✦ Negotiate pricing and terms for contract renewals, ensuring the best possible outcome for our customer's telecom and technology systems.
- ✦ Curate the best technology vendors within the marketplace that align with our customer needs.
- ✦ Project manage installations, coordinating teams and resources to ensure timely and efficient completion.
- ✦ Develop and implement marketing strategies to promote businesses, services and buyers.
- ✦ Regularly attend product training seminars to stay updated on industry advancements and to enhance my understanding and presentation of product offerings.
- ✦ Manage relationships between buyers and sellers, carriers and department heads.