



JONATHAN SHILALIS

EXECUTIVE LEADER • ENTREPRENEUR • INNOVATOR

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Visionary **entrepreneur** and **executive leader** with a proven track record of building and scaling successful businesses across multiple industries. Founded a real estate brokerage closing **\$185+ million in transactions**, hired and mentored **150+ agents**, and pioneered ventures from **product invention** to **AI-powered app development**. Among the **first 1% of OpenAI users** and an early **cryptocurrency/DeFi adopter**. **Mechanically inclined**—can fix or build just about anything. Combines strategic business acumen with hands-on execution—from complex negotiations to AI-driven automation. Seeking executive leadership opportunities where entrepreneurial vision meets operational excellence.

PROFESSIONAL EXPERIENCE

Founder

May 2026 – Present

DISCpute Resolve | discpute.com | Boca Raton, FL

- ▶ Built AI-powered mediation and conflict resolution platform from concept to Google Play Store launch
 - Designed and developed mobile app enabling voice, text, and video dispute resolution sessions
 - Integrated AI mediation engine that delivers clear verdicts—not just validation
 - Supports 12 languages with document upload and analysis capabilities
 - Conducted market research, product design, and full go-to-market strategy

Founder & Licensed Business Broker

January 2026 – Present

Sun Biz Broker | sunbizbroker.com | Boca Raton, FL

- ▶ Founded licensed business brokerage firm specializing in business sales, acquisitions, and valuations
 - Serve clients across South Florida in diverse industries including hospitality, professional services, and manufacturing
 - Leverage deep M&A experience and market knowledge to facilitate strategic transactions

Business & AI Systems Consultant

2020 – Present

Private Consulting Practice

- ▶ Provide strategic consulting to businesses on AI implementation, automation, and digital transformation
 - Built custom websites with backend systems and payment integrations for diverse clients
 - Designed and implemented AI-driven workflows, automated forms, and business process optimization
 - Mentor businesses on leveraging emerging technologies for competitive advantage

Founder & Real Estate Broker

2011 – Present

Shilalis Real Estate | shilalis.com | MA (2011-2025) / FL (2025-Present)

- ▶ Built premier real estate brokerage from ground zero, achieving \$185+ million in closed transactions
- ▶ Recruited, trained, and developed 150+ agents in Massachusetts—many becoming top performers in the industry
- ▶ Successfully sold Massachusetts brokerage in 2025; continue active real estate practice in Florida
- ▶ Maintain active broker licenses in Florida, Massachusetts, and Maine

LEADERSHIP – ENTREPRENEURIAL VENTURES

Founder

DISCpute Resolve
discpute.com

Founder

Sun Biz Broker
sunbizbroker.com

Founder & Broker

Shilalis Real Estate
shilalis.com

Founder

Nessa Bottles
nessabottles.com

Founder

VacaMojo

Founder

10x AI Consulting
10xaiconsult.com

PROFESSIONAL LICENSES

- FL Business Broker
- FL Real Estate Broker
- MA Real Estate Broker
- ME Real Estate Broker

CORE COMPETENCIES

- M&A Negotiations
- Team Building
- P&L Management
- Strategic Growth
- Business Development
- Operations Management

TECHNOLOGY & AI

- Advanced AI/ML Tools
- First 1% OpenAI User
- Business Automation
- Crypto & DeFi (Early Adopter)
- Blockchain Proficient

DIGITAL & DEVELOPMENT

- Full-Stack Web Dev
- Mobile App Development
- Backend Systems & APIs
- E-commerce Platforms
- Digital Marketing/SEO

BUSINESS OPERATIONS

- Strategic Negotiations
- Team Leadership
- Financial Analysis
- Vendor/Client Relations

KEY ACHIEVEMENTS

- \$185M+ in transactions
- 150+ agents trained
- Multiple patents filed
- 5-star Airbnb portfolio
- Active multi-state broker
- Google Play Store app

INDUSTRY EXPERIENCE

- Real Estate
- Business Brokerage
- App Development
- Product Development
- E-commerce
- Vacation Rentals
- Technology/AI

LEADERSHIP STYLE

- Mentor-first approach
- Relationship-driven
- Results-oriented
- Collaborative

Founder

Nessa Bottles | nessabottles.com

Founded 2025

- ▶ Invented and designed proprietary product concept from scratch
 - Filed patents and trademarks, established LLC with full legal structure
 - Negotiated directly with international manufacturing factories
 - Created automated RFQ forms with backend systems
 - Developed complete brand identity, marketing strategy, and e-commerce site

Founder

VacaMojo

Founded 2020

- ▶ Built Airbnb vacation rental portfolio from ground up
 - Operates some of the highest-rated properties on Airbnb with hundreds of 5-star reviews
 - Renovated multi-family properties and acquired off-market investment opportunities
 - Implemented remote management systems; designed and built custom vacation homes

TECHNICAL PROFICIENCIES

AI & Automation: First 1% OpenAI user, advanced LLM workflow design, AI agent deployment, prompt engineering, process automation

Crypto & DeFi: Early adopter of cryptocurrency and decentralized finance; proficient in DeFi protocols, DEXs, yield strategies, and on-chain operations

Development: Full-stack web development, mobile app development, backend systems, payment integrations, e-commerce platforms, custom business tooling

LEADERSHIP APPROACH

Strategic Executor — Balances speed-to-market with quality control

Analytical Decision-Maker — Thorough on major initiatives, decisive on tactical matters

Performance-Driven — High standards, measurable outcomes, ROI-focused

Systems Builder — Creates scalable frameworks and processes

 What Drives Me

At my core, I genuinely enjoy helping people succeed. This isn't just a professional philosophy—it's what drives every venture I pursue. I've donated significant time helping businesses leverage AI and technology to transform their operations, often with no expectation of return.

When I was at my previous brokerage, colleagues I mentored encouraged me to open my own office because of the impact I had on their careers. That's how Shilalis Real Estate was born—not from a business plan, but from relationships built on genuinely wanting to see others succeed.

This pattern has repeated throughout my career: helping people has always organically led me to my next business venture. It's a philosophy that creates lasting partnerships and sustainable growth.