



**Cristian A. Ossa**

**Entrepreneur, Investor, Executive**

Mr. Ossa is a successful entrepreneur for more than 25 years, investing and building companies. Over the course of his career, he has founded various firms, including Rosetta Technology Group, a technology and business consulting firm. At its peak, Rosetta had over 50 employees with over \$6 million in revenues. As a founder of GiftCertificates.com, Mr. Ossa grew the company to over 400 employees and \$110 million in sales. He also founded eRateRequest.com, an internet based shipping-container auction site. He sold the company to Descartes Systems (DSGX). He further founded Live Audience Business Solutions (LABS), a Business Intelligence company focused on the live audience industry (i.e. time sensitive, perishable inventory). LABS was sold to SMART DM. Both Rosetta Technology Group and GiftCertificates.com continue to thrive.

Mr. Ossa has extensive consulting experience to the pharmaceutical industry; including CRM systems, business intelligence, and sales force automation as well as the shipping, containerization and logistics. Over the course of his career, he has raised over \$50 million in venture and angel funding for his successful startups.

Most recently, Mr. Ossa is involved in New Jersey based start-ups as an investor, mentor or executive. His goal is to continue to help nurture companies, and maintain their focus on profitability.

Mr. Ossa graduated with his Master's in Business Administration from the University of Massachusetts.

