

Chris Karabinos *Partner, Harvest Business Advisors*

Chris is a Partner with Harvest Business Advisors, LLC. He has 25 years experience in business development, marketing and sales with firms in the business services, consumer goods, information systems and risk management markets. He has an established track record building products, brands and revenue in Fortune 500, mid-market and start-up companies. In addition, he brings deep experience in strategy development, business development and international business development to Harvest Business Advisors.

Chris has experience domestically and internationally with Coca-Cola, Procter & Gamble, General Information Services (GIS) and ChoicePoint. Chris and his family lived in Mexico City while he helped Coca-Cola de Mexico and the Minute Maid Division of Coca-Cola launch and build the brand in that country. He then established and built the division's export sales department distributing multiple lines of finished product in dozens of countries internationally.

Additionally, Chris was co-founder and Vice-President of Sales & Marketing of eHealthClaim, a healthcare BPO (business process outsourcing) provider delivering customer service software, ASP and BPO services to the mid-market health insurance industry.

Chris' passion for building extends into his personal life as well. For example, he is an active Boy Scout leader in Troop 143, at his church Johns Creek UMC, in the Milton District and in the Atlanta Area Council. Chris is also a member of the Greater North Fulton Chamber of Commerce, the Technology Association of Georgia and Johns Creek United Methodist Church and has served on the board of Autrey Mill Nature Preserve.



Areas of Specialization

- Business Strategy Development
- International Business Development
- Market Segmentation, Opportunity Assessment
- Marketing Strategy, Planning and Execution
- Sales Strategy and Business Development
- Alliance & Channel Development
- Product Development, Strategy & Execution

Education

- Auburn University, BS, Industrial Engineering

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