EXECUTIVE BIOGRAPHY

OFFER DISCHON

INTERNATIONAL BUSINESS LEADER

Corporate Development • Capital Strategy • International Partnerships

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PROFESSIONAL PROFILE

An international entrepreneur and business leader with more than 40 years of experience across international business development, commercial negotiations, entrepreneurship, project development and capital origination.

Throughout his career, Offer Dischon has established and developed businesses, built international commercial relationships, identified business opportunities and been directly involved in complex transactions and projects across multiple countries and industries.

His professional journey spans jewellery and luxury retail, real estate, construction and property development, international business consulting, strategic partnerships and the structuring of project financing. His experience combines entrepreneurial leadership with practical involvement in business development, complex commercial transactions and international project execution.

Having operated across different markets and business environments, he brings a practical understanding of how businesses are established, developed and managed, together with the ability to recognise commercial potential, assess opportunities, identify risks and bring the right people and resources together to move projects forward.

His professional approach is grounded in direct experience, personal responsibility, commercial awareness, practical problem-solving and the ability to turn opportunities into tangible business outcomes.

CAREER HIGHLIGHTS & ACHIEVEMENTS

Entrepreneurship & International Business Development

Established, owned and developed businesses across different countries and industries, building commercial relationships, identifying opportunities and managing business operations in international markets.

Jewellery & Luxury Retail

Built a career as a prominent designer in the international jewellery industry, progressing from international sales into business ownership and the management of a bespoke jewellery business in Rio de Janeiro, Brazil.

Property Development & Construction

Founded and managed a Brazilian property renovation and development business, undertaking residential and commercial projects, including luxury renovations, interior design and property-related transactions.

International Capital Relationships & Official Mandate

Through a proven record of multiple entrepreneurial achievements, international business development and successful commercial engagements, he established a relationship of confidence with the Founder & CEO of a UK-based multi-billion-euro private Wealth Management & Investment Group. This professional confidence led to his appointment under an official mandate to originate, assess and coordinate qualifying international project financing opportunities worldwide.

Major Project Acquisition & Financing – €340 Million European Island Resort Development

Currently playing a pivotal role in a €340 million European island resort development, with direct involvement in negotiating and securing the island acquisition, advising the project owner's legal team and coordinating the acquisition agreement to ensure its terms are aligned with the prospective funder's requirements.

Furthermore, leveraging his direct relationship with the Group's CEO and principal decision-maker, he secured a Term Sheet for the development. His coordination of the acquisition terms with the financing requirements was crucial to advancing the transaction and securing the project's financing pathway. The project is now entering the due diligence phase.

PROFESSIONAL EXPERIENCE

CEO & Co-Founder | PBO-OBS Global Group
2017 – Present

Co-founded and leads PBO-OBS Global Group, an international business advisory and project financing.

Oversees international business development, project origination and commercial assessment, working directly with project owners, professional advisers and senior capital decision-makers to identify, evaluate and advance qualifying financing opportunities.

Brings together and leads an international network of a 20+ business team, each an established and successful entrepreneur in their respective country. Provides strategic direction, coordination and commercial coaching, enabling the network to identify and source suitable projects and develop them into structured financing opportunities.

Plays an active role in complex cross-border transactions, strategic partnerships and the commercial structuring of major international development projects.

Founder & CEO | PBO-International Ltd
November 2011 – Present

Founded PBO-International as a business platform focused on business development, commercial advisory and strategic relationships.

Develops international business opportunities and supports companies and entrepreneurs in identifying commercial partners, exploring new markets, establishing strategic relationships and advancing business initiatives.

Works across different industries and markets, navigating within various business mentalities, drawing on an established international network and extensive experience in commercial negotiations, business development and project-related opportunities.

Founder & CEO | Reformas com Art Ltd
November 2007 – August 2014 | Rio de Janeiro, Brazil

Founded and managed a property renovation and development business specialising in luxury residential properties, commercial premises and small hotels.

Responsible for business development, client relationships, project management and commercial operations. Oversaw construction and renovation activities, using his interior design skils, coordination of contractors and suppliers, project execution and property transactions.

Owner & Managing Partner | Dischon Jewellery / Dischon Joias Ltd
1989 – 2007 | Rio de Janeiro, Brazil

Established and developed a bespoke jewellery business, specialising in custom-made jewellery and serving private clients in the Brazilian market and internationally.

As a recognised international jewellery designer, he managed the full scope of business operations, including client relationships, sourcing, manufacturing coordination, sales and international commercial activities in the United States, Canada, Europe and the Middle East.

International Sales Representative | Amsterdam & Sauer S.A.
1981 – 1986 | Brazil / International

Began his international commercial career in sales promotion before progressing into international sales.

Worked in luxury jewellery sales, including onboard sales operations on luxury cruise ships, gaining early experience in international customer relations, sales development and cross-cultural commercial environments.

PROFESSIONAL FORMATION & LEADERSHIP PHILOSOPHY

My professional formation has followed a different path from the conventional academic route. I spent more than four decades within entrepreneurship, international business, commercial negotiations and direct involvement in real-world projects.

This journey has required continuous learning, adaptability, practical judgement and the ability to find solutions to complex challenges. It has also taught me the importance of recognising opportunities, understanding commercial realities and taking responsibility for decisions and their outcomes.

I believe sound business decisions require a combination of rational thinking, creativity, practical experience and the willingness to take responsibility. My approach is therefore solution-oriented, commercially driven and grounded in real-world experience.

BUSINESS JOURNEY & INDUSTRY EXPERIENCE

A professional career across a range of industries and international markets, including:

- International business development and commercial negotiations.
- Jewellery design - luxury retail and international sales.
- Real estate property development and construction.
- Luxury residential and commercial renovation.
- International business consulting and strategic partnerships.
- Project origination and commercial assessment.
- Capital access for project financing.
- Cross-border transactions and commercial coordination.
- International team leadership and business network development.
- Business acumen based on decades of experience.

LANGUAGES

- *Hebrew - Native*
- *Portuguese - Native*
- *English - Fluent*
- *German - Fluent*
- *Spanish & Italian - Good working proficiency*

SELECTED PUBLICATIONS & PROFESSIONAL INSIGHTS

When €1.2 Billion Meets Due Diligence -
An examination of project financing, external due diligence and the commercial considerations involved in complex international projects.

https://www.pbo-obs.com/post/real-case-study-when-1-2-billion-mee

The Chronicle of a Complex Project -
A practical account of transaction structuring and the process between securing a Term Sheet and progressing towards implementation.

https://www.pbo-obs.com/post/the-chronicle-of-a-complex-project

From Funding Gap to Financing Strategy -
An exploration of capital assessment and financing strategy in relation to a major energy project.

https://www.pbo-obs.com/post/from-funding-gap-to-financing-strategy

PROFESSIONAL RECOMMENDATIONS

Professional recommendations and endorsements from international business leaders and project professionals, including:

Visar Suhodolli – Director, HRZ Financing Broker LLC.

https://drive.google.com/file/d/1ZjajbRb875Z53_b2Nr9Oqd9ndmBYrHl4/view?usp=drive_link

Mariano A. Davies – President & CEO, Oxford Business Services ApS

https://drive.google.com/file/d/1TH4cIIas_zixJNhV49ekPjJYREDHcp7M/view?usp=drive_link

Further Professional Endorsements

LinkedIn Profile – Offer Dischon | PBO-OBS Global Group

Testimonials

https://drive.google.com/file/d/1PEEHb2Gf1Y8UFbjnOryLm9U4XlxNiUPy/view