VICTOR SUAREZ

Entrepreneur | Business Development | Strategic Partnerships | Community Engagement

Professional Profile

Victor Suarez is an entrepreneur and business development professional with experience spanning real estate, hospitality, estate services, e-commerce, marketing, and nonprofit initiatives.

Throughout his career, Suarez has focused on developing business opportunities, cultivating professional relationships, and bringing individuals and organizations together around shared objectives. His approach combines entrepreneurial experience, commercial awareness, and an understanding of the importance of trust, collaboration, and effective execution.

His professional background includes business ownership, strategic marketing, project coordination, client relationship management, and organizational development.

Entrepreneurship & Business Development

Suarez's entrepreneurial experience includes founding and operating Sports Plus Café, a New York City hospitality and entertainment establishment that operated for 14 years, and establishing Top Designer Brands For Less, an e-commerce venture.

His real estate background includes experience as a licensed New York real estate professional, managing business relationships involving significant property-related interests, and serving as executive producer of Enlightenment in Real Estate, a radio program sponsored by Citibank.

He later served as General Manager, Business Development at Black Rock Galleries, including his involvement with Clearing House Estate Sales.

Through SpeakToVictor Estate Liquidations, Suarez applies his experience in business development, project coordination, marketing, branding, and client services to estate liquidation and asset disposition.

His work in this sector also reflects an interest in historical design, contemporary luxury markets, consumer preferences, and the evolving presentation and marketing of antiques, vintage furnishings, and estate collections.

Strategic Partnerships & Business Relationships

An important aspect of Suarez's professional experience is his ability to develop relationships and bring together individuals and organizations with complementary business interests.

He approaches negotiations with an emphasis on understanding the objectives of participating parties, finding common ground, and working toward agreements that recognize each party's contributions and expectations.

His approach to business development emphasizes constructive dialogue, practical solutions, appropriate compensation, and mutually beneficial relationships.

Suarez remains interested in exploring private-sector business opportunities involving strategic partnerships, entrepreneurial ventures, market development, and business collaboration.

Nonprofit & Community Involvement

Suarez has maintained a longstanding interest in youth athletics, mentorship, and community development.

A former collegiate baseball player and team captain, he has mentored aspiring athletes, including individuals who later competed in Major League Baseball.

He founded Sports Plus Academy, an instructional baseball initiative that provided opportunities for young participants to receive training without fees to their families.

Suarez also served as Executive Vice President of World Basketball Ambassadors Club, where he was involved in developing relationships with basketball organizations, corporate sponsors, and professional service providers. His community involvement has included volunteer work with Kips Bay Boys & Girls Club.

These experiences continue to inform his interest in initiatives that connect businesses, nonprofit organizations, and community resources to expand opportunities for young people through sports, mentorship, and personal development.

Looking Ahead

Suarez continues to explore opportunities for business collaboration, strategic partnerships, and entrepreneurial development across private industries.

He also maintains an interest in supporting nonprofit and community initiatives, particularly those focused on youth sports, mentorship, and expanding access to opportunity.

His professional approach remains grounded in relationship building, practical business judgment, collaboration, and a commitment to creating value for the individuals and organizations with whom he works.