

# BRANDON S. DAVIS

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## PROFESSIONAL EXPERIENCE

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### **Pinyon Pine Capital**

*Analyst*

**Ketchum, ID**

*Jan 2019 – Present*

- Performing equity analysis including running and refining equity screens, creating proprietary equity financial models, public filing review, conducting management interviews, and performing customer and supplier reference checks and risk/reward analysis

### **TBG Equity**

*Analyst and Portfolio Company COO*

**Newport Beach, CA**

*May 2017 – Dec 2018*

- Responsible for sourcing M&A investments, developing an investment thesis, and presenting investment recommendations based on detailed company financial analysis, customer and supplier reference checks and competitive market evaluations
- Created market research reports, assessed target industry size and growth potential, and ranked 100+ potential acquisitions
- Conducted due diligence for \$22MM acquisition of private specialty chemicals company, including forecasting performance with detailed financial models, comparable company valuation analysis, and assisted in drafting the initial LOI and prospective purchase price multiple
- Led restructuring efforts of portfolio company as COO, resulting in a 15% improvement in gross margins, improved working capital efficiency, and grew top line revenue 10%+ YoY

### **BRD2 | Independent Business Consulting**

*Business Consultant*

**San Francisco, CA**

*Apr 2016 – Mar 2017*

- Performed financial and legal due diligence for client's potential capital investment in commercial drones for aerial mapping, including cash flow forecasting, ROI analysis, and FAA regulatory compliance
- Advised service industry businesses on growth strategies, identification of target client groups, and marketing initiatives

### **Farmers Insurance & Financial Services**

*Business Development Analyst*

**Petaluma, CA**

*Oct 2013 – Nov 2015*

- Managed \$4 MM in end-to-end client relationship management processes for Farmers insurance agency
- Increased recurring revenue ~12% per month by forming strategic partnerships in the auto financing industry
- Designed Excel/VBA-based client proposal automation process, decreasing turnaround time by 30%

## EDUCATION

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### **Chapman University School of Law**

*Juris Doctorate (JD)*

**Orange, CA**

*Completed 17 of 24 courses*

- Honors: Academic Scholarship, Dean's List, Witkin Award Academic Excellence, CALI Award for Legal Writing

### **California State University, Chico**

*Bachelor of Science in Finance (BS)*

**Chico, CA**

*Class of 2013*

- Major GPA: 3.7, Dean's List
- President of the Chico State Investor's Club