

BRANDON S. DAVIS

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PROFESSIONAL EXPERIENCE

Pinyon Pine Capital

Analyst

Chico, CA

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

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