

# Brent Pigg

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## EDUCATION

### Texas A&M University, Mays Business School

*Master of Business Administration Certifying in Supply Chain*

College Station, Texas

December 2025

### Stephen F. Austin State University

*Bachelor of Business Administration in Finance*

Nacogdoches, Texas

May 2024

GPA: 3.97 /4.0

Honors: 6x President's List Recipient, 2x Dean's List Recipient

## EXPERIENCE

### Lone Star Auction House

*Finance and Operations Manager*

Dallas, Texas

May 2020 – July 2024

- Spearheaded initiative to discover pain points in labor and supply costs and developed methods that streamlined lead time and resulted in substantial cost reduction of 65%.
- Researched historical data to identify consumer demand fluctuations while developing strategies to handle the changing needs of consumers throughout the year.
- Presented to C-Suite a strategic action plan to enter new market which decreased monthly overhead by over 80% and accelerated gross monthly profit by 13%.
- Developed logistical business solutions that enabled a regional company to expand operations, leading to an outcome of 30% increase in market reach.

### American Real Estate, ERA

*Commercial Real Estate Strategist*

Houston, Texas

December 2020 – July 2024

- Negotiated acquisitions for Houston based investment groups, leading to cost reductions of over 31% throughout associated transactions.
- Analyzed over 20 potential real estate investment opportunities and provided detailed reports and recommendations to an investment group, which led to a 15% increase in portfolio value.
- Streamlined asset analysis by creating an automated model improving efficiency and accuracy in assessing actual and future asset values.
- Created a property market trend analysis tool that identified high-growth area, resulting in a 40% increase in high-yield acquisitions within a 6-month period for investment clients.

## LEADERSHIP & INVOLVEMENT

### Aggies in Business – McFerrin Center of Entrepreneurship

*Director of Venture*

College Station, Texas

September 2024 – Present

- Lead an organization of Graduate students focused on connecting start-ups with angel investors through the Aggie Angel Network (AAN).
- Act as contact between investors and start-ups prior and during monthly investor meetings while also partnering with third-party representation for any post-funding due diligence that may be necessary

## SKILLS, ACTIVITIES & INTERESTS

**Technical Skills:** Microsoft Office Proficiency; Negotiations; Comparable Decision Analysis

**Awards:** Outstanding Asset/Liability Management from Stephen F. Austin Department of Finance

**Activities/Organizations:** FFA; 4-H; Beta Gamma Sigma