

Brent T. Pittman
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Results- and profit-oriented senior management professional with experience in developing and implementing operational, marketing and sales strategies that consistently surpass objectives in local and national markets. An instinctive leader with the proven ability to create, clearly communicate and build consensus in the sharing of a high level business vision with all levels of the company; committed to building world class organizations by delivering streamlined operations, market appropriate pricing and highly-motivated teams.

Founder/ Chief Executive Officer (CEO)	Avant-Garde Business Solutions – National
Chief Operations Specialist	OsteoStrong - National
Executive Director	Optical Express LASIK Surgery Clinics – Los Angeles/ San Diego
Director	Sonya Dakar Skin Clinics – Beverly Hills
Pacific Sales and Marketing Director	Rejuventus Pharmaceutical - West Coast
Chief Operations Officer (COO)	La Jolla Spa MD - La Jolla
Regional Director	Lumity Medical Spas - Southern California
Newark International HUB Manager	Continental Airlines - New York Metro
Cardiovascular/Cardiac Surgical Specialist	Saint Joseph/Central Baptist Hospitals - Lexington

Founder/ CEO, Avant-Garde Business Solutions (2009 – Present)

All-inclusive consulting firm offering individualized business support in operations, marketing, sales, business development, human resources, public relations, event planning and finance; Evaluate business needs and make suggestions to enhance or start operations; Host business/consumer expos and events for brand awareness and revenue opportunities; Facilitate training in areas of customer service, client retention and cross-selling or up-selling; Secure a company’s competitive edge as measured through growth; Conduct market analysis’ and evaluate P&L statements for maximum efficiency; Oversee all levels of original marketing and product development [including, but not limited to web design, e-postcards, media/press kits, made-for-print flyers and brochures]; Analyze space utilization and daily capacity for optimum financial yield; Recruit appropriate staff for respective positions; Client list included: Sadick Dermatology, Sleek Plastic Surgery and Medspa, The Center for Health and Wellbeing, Bellus Academy, La Jolla Vein Care, Total Thermal Imaging, Faces Plus, Diamond Boutique, Discover SD, Global Laser, Sign-On San Diego/ WS Radio, Pure Med Spa, DYG Cosmetics, La Costa Resort and Spa, Gaia Day Spa, Fresh Start Surgical Gifts, Se Spa, Mia Brazilia, Scripps Ranch/ La Jolla Dermatology, Invitrx, Daniel Brown MD FACS, TLC Laser Vision Centers, Wellsprings Institute, E Live Life, Barter of San Diego, La Jolla Cosmetic Laser Center, Living Water Rejuvenation Centers, Richard Chaffoo MD FACS FICS, San Diego Channel 6 XETV, Fan of the Feather, Motwani LASIK Institute and Zen Diego Dental Arts to name a few. For additional information on Avant-Garde Business Solutions visit: www.a-gbs.com

Chief Operations Specialist, OsteoStrong (January 2014-2017)

Travel weekly to opening franchise locations and assist staff/new owners with brand integration; Train on technical skills and software to ensure safety guidelines are followed; Establish community relationships for cross promotion and referral opportunities; Connect location with medical professionals including Family Practice, Orthopedics, Chiropractic, Physical Therapy, Endocrinology, Pain Management and Women’s Health; Create events and reoccurring marketing for consistent lead generation; Conduct workshops and seminars for awareness.

Executive Director, Optical Express LASIK Surgery Clinics (2007-2009)

Responsible for all aspects of developing and operating the Southern California market including clinics in San

Diego and Los Angeles; Rebranded new ownership as well as transitioned clients and facility from Kawesch Laser Centers into Optical Express; Introduced the largest Global LASIK organization into the United States with more than 275 locations Worldwide; Coordinated projects and expansion with the European and Asian corporate offices; Interfaced with World leaders from various industries to plan strategic growth; Ensured optimal ROI while maintaining corporate integrity; Implemented innovative ways to diversify sales and community exposure.

Director, Sonya Dakar Skin Clinic (2006-2007)

Operated the 18,000 sq. ft. 5 level luxury spa in the heart of Beverly Hills; Coordinated marketing campaigns with Vogue, Allure and People as well as TV campaigns on E!, Extra, Access Hollywood and Entertainment Tonight to name a few; Maintained premier brand status and acted as liaison to A-list and celebrity clients; Responsible for overall daily business needs and functions.

Pacific Sales and Marketing Director, Rejuventus Pharmaceutical (2005-2006)

Territory spanned the West Coast, Hawaii and Nevada; Contacted area Dermatologists and Cosmetic Surgeons to present a hydroquinone free, vitamin C and pH balancing skin treatment line from Sicily; Trained staff to understand the advanced science and complex chemistry of the line and how the products work synergistically together; Held seminars to educate the medical community on the benefits of the patented ingredients; Prospected, sold, trained and maintained new accounts while exceeding sales expectations within my region.

Chief Operations Officer, La Jolla Spa MD (2004-2005)

Responsible for the daily operation and performance of a 23,000 sq. ft. world class Medical Spa and Plastic/ Cosmetic Surgery center with over 120 employees and a research facility; Recruiting top Surgeons to ensure medical prowess across Southern California; Utilized space by selecting products, services and technologies to drive revenue while maintaining prominence in the market; Increased revenue by 50% in first three months; Assisted in the creation of public relations and marketing campaigns to attract additional affluent clientele; Interacted with customers for proactive sales development and client relationship building; Managed budgets and negotiated contracts and long-term agreements for optimal financial yield; Initiated protocols to protect company interests and quality control; Increased company's overall profitability by more than 45% and almost tripled retail revenue from previous YTD/MTD earnings; Participated in charitable committees and events for networking affiliations and exposure; Trained in laser technologies including: Cynosure, Syneron, Candela, Cutera, Palomar, Alma, and Lumenis.

Regional Director, Lumity Medical Spas (2002-2004)

Streamlined bottom line expenses and eliminated overtime costs by 35%; Prepared and monitored employee work schedules for 12 Southern California medical spas aligning staff hours with market demand; Reduced operating costs successfully increasing cash flow and profitability; Enhanced training guidelines to ensure optimal learning and retention; Recruited and hired Nurses, Physicians, Physician Assistants and sales teams; Coordinated regional meetings for group workshops, communication and award ceremonies; Set daily/ weekly sales quotas.

HUB Manager, Continental Airlines (1998-2002)

Oversaw all aspects of operating the 75 gate HUB for the New York Metropolitan area serving more than 25,000 passengers daily; Developed audits to track performance for consistent corporate standards; Fulfilled expected metrics including compliment/ complaint ratio for internal and external customers as well as employee efficiency/ productivity ratios; Organized and coordinated multiple projects and key developments (i.e. opened the Northeast Corridor for NY/NJ Transit in conjunction with FAA & TSA); Primary liaison with Federal and State agencies.

Cardiovascular/ Cardiac Surgical Specialist, Saint Joseph/ Central Baptist Hospitals (1994-1998)

Assisted Surgeons and Cardiologists in advanced medical/ surgical procedures; CPR instructor for hospitals' employee certification program and authorized trainer by the American Heart Association; Member of special

code team representing the Cardiac Institute responding to high-risk and critical care patients; Certified in sterile technique and arrhythmia interpretation; Diagnosed EKG, Echo Cardiograms ,Vector Cardiograms and Telemetry.

Psychology/ Behavioral Science
Biochemistry

Athens State University
University of Kentucky

- Nominated into Cambridge Who's Who top 1% of Business Executives and Entrepreneurs 2007 and nominated as Premier Who's Who Top Entrepreneur in the State of California for 2008.