**Brian K. Lagrange**

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**REAL ESTATE, FINANCE, R&D, ENGINEERING, LEADERSHIP, & PROGRAM MANAGEMENT**

**EXPERIENCE**

**eXp Commercial APRIL 2022-PRESENT**

**Florida Licensed and Virginia Licensed April 2022 – Present**

**Real Estate and Business Broker April 2022 – Present**

* Secured over $10M in equity for clients to finance real estate investments; recognized as funding expert in brokerage.
  + jumpstarted Phase 2 construction of 55 home subdivision, successful acquisition of 40-unit Airbnb hotel in south Tampa, and guaranteed purchase of 100k+ sq-ft industrial asset.
* Veteran and military focused content creator-creating wealth for those who have served
* Featured asset-building expert to 100k+ subscribers on nationally recognized podcasts.

**Sabal Capital Partners, LLC/Regions Bank MAY 2022-SEP 2022**

**Business Development Operations Team May 2022 – Sep 2022**

**Lead Intern CRE Loan Underwriter May 2022 – Sep 2022**

* Increased team underwriting efficiency by 100% to underwrite over $500M in loan requests in half the time.
* Doubled the number of clients with augmented outreach efforts through strategic, organic marketing.

**United States Air Force MAY 2013-PRESENT**

**Air Force ROTC Cadre, University of Virginia May 2019 – PRESENT**

**Recruiting Flight Commander September 2022 – PRESENT**

* Lead Trainer for incoming instructor training program. Ensured continuity success during a period of 100% instructor turnover by developing a tailored skill program.
* Achieved the highest pilot selection success rate in AFROTC Southeast Region with 135 accession evaluations administered.

**Operations Flight Commander August 2021 - May 2022**

* Received Commendation Medal for increasing the commission rate by 23-percent while leading training program for over 120 officer candidates.

**Education Flight Commander May 2019 - August 2021**

* Selected as Top Junior Officer for largest Detachment in USA with 275 cadets. Personally mentored 78 cadets a week with a 57:1 cadet-to-officer ratio.
* Executed cadet-led Detachment rebranding campaign with novel, modern logo. Slashed cost of marketing implements by 50%; Merchandise delivered 2 weeks ahead of schedule.
* Secured over $4.4M annual savings by establishing first Air Force Military minor for cadets to receive financial aid.
* Increased recruiting efficiency by 100% by renovating website for split operations.
  + Utilized ¼ of original budget to upgrade 15-year past-due Website.
* Additional Job Titles:
  + Cadet Awards Program Manager: Secured the Congressionally mandated SecAF-Level AFA Cadet of the Year Award. Acquired 90% ‘outstanding cadets’ awards rate.
  + Scholarship Lead Interviewer: Procured over $1M in future human investment with successful candidate interviews.
  + Chief of Testing: Ensured Air Force support for 7 countries by administering over 100 tests to meet Air Force ascension needs and National Defense language requirements.

**Air Force Research Laboratory, Multiple Branches May 2015 – May 2019**

**Advanced Weapons Lead Project Engineer, Adv Weapons Branch August 2017 - May 2019**

* Planned & executed highly classified national-priority $2B+ weapon technology development program, revamped communication protocol as leader of 12-member team.
* Developed briefing system for Department of Defense Strategic 2030 Board and House of Armed Services Committee. Spearheaded efforts to prioritize joint programs valued over $100M.
* Cut costs by $10M by resolving 100+ operational capability gaps, and improved capability reporting system by 25% as Liaison of Programs for VIPs from top Air Force commands and the Defense Industry.

**Lead Liaison Officer for Combat Operational Research October 2016 - February 2017**

* Competitively hand-selected for special assignment position with Joint Special Operations Command out of 50 applicants.
* Expanded communication relay grid by 33% through global integration to provide crucial data to tactical customers. Led and managed team of 12 contractor operators, supporting 4 rapid reaction Intelligence-Surveillance-Reconnaissance aircraft.
* Developed and improved mission control element with novel operational techniques to reduce long term expenses by 30%; deployed new technology to battle zone for missions with national impact.
* Created first synchronized logistics schedule to reduce equipment delivery delays by 50% as lead intermediary between Special Operations Command, Air Force Research Laboratory, and classified deployed location in support of Operation Inherent Resolve.

**Chief of Testing, Lethality Branch & Fuzes Branch May 2015 - August 2017**

* Commanded $2M research funds towards DoD joint-agency testing to characterize munitions for 2020 penetration weapon development
* Designed hard-structured target to support $7M program to allow for live fire UAV/Drone tests. Resulted in novel delivery of munitions to increase precision by 40%
* Conducted blast simulations for Distributed, Collaborative and Collective Effects (DC2E) testing for $5M program to provide advanced precision munitions for F-35.
* Championed joint-international/joint-service testing to support $30M global program. Served as Military Lead in charge of coordinating efforts for over 10 foreign military and civilian agencies.
* Upgraded initiation of hard target penetration weapons by 26% through Fuze Initiation Testing as Lead Engineer with limited research funds to support $5M+ program

**EDUCATION**

**Master of Science, Aeronautical Engineering**

Air Force Institute of Technology, 2013-2015

* + Focus on Aerodynamics and Air Weapons, conducted R&D for Eglin AFB
  + Thesis published on Defense Technical Information Center

# Bachelor of Science, Aeronautical Engineering

# United States Air Force Academy, CO, 2009-2013

# Graduated 108/1043 on Order of Merit

# CS-14 Squadron Commander for Fall 2012

# Led over 100 cadets to finish #1 in Military Accolades

# Capstone project was recognized by Lockheed Martin, Placed 1st among Navy and Army in Tri-service competition for best future special rescue concept vehicle

# Lead systems engineer, integrated conceptually new engine with innovative aerodynamics

# President of USAFA Aero Council, Sigma Gamma Tau Chapter, Hispanic Club

# Inducted into Tau Beta Pi

# Secretary of Marathon Club

**ADDITIONAL**

**DoD Security Clearances:** TOP SECRET/SCI Clearance

**Technical**: MATLAB, C++, PHP, JavaScript, HTML/CSS, Python, R, SQL and Ruby

**Languages:** Fluent in Spanish; Conversational Proficiency in Portuguese; Currently working on Russian.

**Certifications & Training:**

* CORE Graduate - May 2023
* Google Data Analysis Certified-Dec 2022
* IBM Data Analysis Certified – Jan 2023
* PME/PMT/PDT-Fundamentals of Acquisition Management, Science and Technology Manager Level 3 Certification, Engineering Level 1 Certification, Basic-Level Acquisitions & Program Management Certification

**Awards:** 3xCompany Grade Officer of the Quarter; 2x Achievement Medal; 2x Commendation Medal

**Passions:**

-Worked pro-bono for non-profit company that exposes aviation to under-represented minority youths.

-Spoke to college students on my experience as a Developmental Engineer in the Air Force.

-Beginner apiarist.