

Brantley Williams

(614) 747-1508 | WilliamsBrantley15@gmail.com | Cleveland, OH

Experienced Security Professional, Sales, Investigator, Analyst, Leader, and Ohio State Alumni with 8 years of experience in developing and implementing policies and procedures. Proven track record of successfully collaborating with cross-functional departments and possess excellent communication, negotiation, and relationship-building skills.

Professional Experience:

Command Investigations, Remote

October 2022-Present

Private Investigator

- Conduct surveillance utilizing intelligence gathering techniques to observe the person or company in question
- Responsible for guiding and monitoring the execution of collection operations and integrating that collection into a cohesive intelligence report
- Created collection plans, monitored execution, performed analysis on resulting collection in accordance with policy
- Utilize Open Source (OSINT), Social-Media, Imagery, and Human Intelligence tradecraft to develop target package for client in accordance with policy and customer-driven needs
- Respond to requests for information from clients by collecting data, interpreting results, drafting detailed written reports, and provide briefings in a time sensitive manner

Security Cameras of Columbus, Remote

Aug 2020-Present

Regional Sales

- Oversee all security contracts owned and managed properties that include negotiations
- Lead, develop, brief, and manage daily projects for a team of 6 security associates
- Developed and implemented a sales training program for new sale hires
- Responsible for the development of business plans and sales strategies across multiple territories
- Leverage data to understand trends at each asset and formulate a security plan
- Gather information from disparate intelligence sources including Open Source (OSINT), Imagery, and Social Media for presentations, reports, and client proposals
- Created a weekly and quarterly security briefing to brief our employees on metrics and security/safety matters
- Usage of open source Imagery Intelligence tradecraft on a daily bases to support exploration of publicly available information on plans, drawings, specifications, and agreements
- Manage all repairs/replacements/enhancements with the Operations Manager on security related items such as; cameras, access control, gates, lights, etc.
- Partner with PM or client to create a success plan and scope of work
- Work with several other contractors for large enterprise level projects
- Sold \$1 million of product in 2021, most in the company's history by a sales representative
- Drove sales team to increase profit from \$1.1 million in 2020 to \$1.6 million in 2021

Alpha Recon, Remote, Contract

Sept 2022-Nov 2022

Intelligence Analyst

- Worked with intel ops, OSINT data analysis, security/threat/risk management, threat and vulnerability mitigation, data research, data mining modeling and analytics, GIS mapping
- Utilized Open Web, Deep Web and Dark Web, Media Analysis, Data Harvesters and Web Interfaces
- Report writing and converting data into formats for modeling, analysis, targeting protocols, and keep records
- Provided detailed mitigation techniques and procedures based on analysis.

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Vacasa Vacation Rentals, Remote, Contract

May 2022-Dec 2022

Sales Executive

- Determines annual unit and gross-profit plans by implementing marketing strategies; and analyzing trends and results
- Establishes sales objectives by forecasting and developing annual sales quotas for regions and territories; and projecting expected sales volume and profit on a weekly and monthly bases
- Provide underwritten contracts for Design, PM, and Construction for client's property(s)
- Help manage client's property(s) by creating scopes of work for any repairs, replacements, or enhancements
- Collaborate with teams to identify opportunities, plan and execute management portfolio growth through Salesforce, implementation of data analytics and sale campaigns

Worthington Industries, Worthington, OH

May 2019-April 2020

Senior Sales Representative

- Lead monthly and quarterly team briefings with 20+ personnel including senior leadership and various departments
- Managed forecasts, order tracking, and supply chain logistics for 13 accounts, each sale averaging \$35k
- Developed quantitative metrics and analyzed trends to decrease reoccurring manufacturing errors for a Canadian manufacturer by 20%
- Established and maintained relationships with key accounts resulting increased profit margins and additional sales

The Limited Brand, Columbus, OH

Aug 2018-May 2019

Security Professional

- Assessed new methods, criteria, and policies for developing security plans across multiple campuses
- Review all risk related data in order to address new security concerns; leverage data to understand trends at each asset and formulate a security plan
- Develop and manage a security platform for incident tracking and working with HR on care for employees
- Trained new Officers in different security roles and create an active team environment by leading different team building functions
- Responded to security incidents and coordinated investigations when necessary
- Provided protective details, surveillance, termination support, and emergency response and establish/maintain relationships with private security, law enforcement, government agencies, and other working groups during large activities, emergencies, and events

The Little Bar, Columbus, OH

Sept 2017-Aug 2018

Head of Bar Security

- Secure premises and personnel by monitoring access points, permitting entry, and surveillance equipment
- Establish and maintain relationships with local law enforcement and government agencies
- Ability to be approachable and de-escalate situations when warranted
- Present losses and damage by informing violators of policy and procedures; restraining trespassers
- Responded to security incidents and coordinated investigations when necessary
- Complete reports by recording observations, information, occurrences, and surveillance activities

Ohio House of Representatives, Columbus, OH

Jan 2018-Aug 2018

Legislative Aide

- Participated in the approval of House Bill 79 allowing tactical medical professionals to carry firearms while on duty
- Accountable and managed all public relations for over 122,000 constituents
- Drafted letters and documents for legislation and bill proposals

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Warner Brothers, Burbank, CA, Contract

May 2017-Sept 2017

Security Professional

- Assigned to stage areas, office buildings, and other Warner Bros. on and off lot facilities and events
- Perform protective advance planning and threat vulnerability assessments
- Assigned to various executive protection details
- Ability to be approachable and de-escalate situations when warranted
- Responded to security incidents and coordinated investigations when necessary
- Assist in reviewing all risk related data and formulate a security plan
- Protection of equipment, props, appropriate/authorized access; monitoring stage areas

Skills:

- Security policy and procedure development
- Cross-functional collaboration
- Team management
- Risk assessment and mitigation
- Incident response and investigation,
- Relationship building with local safety authorities, municipalities, legislators, politicians, and lobbyists
- Excellent communication negotiation, and problem-solving skills

Education:

The Ohio State University, Columbus, OH

Aug 2015-Dec 2016

Bachelor of Arts in Political Science/International Relations

Languages: Spanish Level B1, Polish Level A1

College of the Canyons, Santa Clarita, CA

Jan 2014-July 2015

Emphasis in Political Science/International Relations/Psychology

Certifications:

Drone Pilot Part 107

Feb 2023-Current

Private Investigator Ohio, Credential ID: 20192100301747

Oct 2022-Current

Private Investigator Pennsylvania, Credential ID: MC-233 / PA-22-099

Oct 2022-Current

SCUBA Underwater Criminal Investigations

Sept 2018-Current

SCUBA Rescue Diver

Sept 2016-Current

OSHA 10 & OSHA 30

March 2016-Current

Hazardous Communications

March 2016-Current

HAZMAT First Responder Operations

July 2015-Current

Notable Accomplishments and Achievements:

Private Pilot

Oct 2021-Current

Leadership Abroad Australia/Fiji

May 2016-June 2016

The Ohio State University SCUBA Club-Vice President

Oct 2015-Dec 2016

The Ohio State University Polish Heritage Club

Aug 2015-Dec 2016

The Ohio State University Security and Intelligence Club

Aug 2015-Dec 2016