

## **BRENT S. GIBBS**

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### **Business Development and Operations (2015-Present)**

Serving as the Managing Partner of The Sporting Club of Tennessee. Responsible for oversight and execution of operational and strategic activities required for the stand up of a private club for families and sportsmen.

#### **Experience Highlights:**

- Conceptualized a new business unit for an emerging domestic market
- Raised over \$2M in venture capital
- Secured \$1M debt product
- Performed day to day enterprise management, including site management, personnel management, procurement, customer service and contracting of third-party products and services.
- Produced presentations for multiple audiences (investors, clients, bank, media, etc.)
- Procured various insurance products (P&C, Commercial, Liability)
- Served as point of contact for media inquiries
- Represented the enterprise in various government contexts (federal, state, local)
- Recruited various SME's critical to the operational sustainability of the enterprise
- Developed and executed the Social Media strategy
- Performed one on one direct sales of Memberships to high-net-worth clients
- Established annual budgets and financial reporting
- Developed and executed events for Members and other audiences
- Liaised with industry associations and strategic partners maintain awareness of best practices

### **Global Entertainment Tour and Event Management (1996-2018)**

Managed the personnel, finances, equipment, logistics, security and contracting for music tours, author tours, corporate events, film releases, music showcases, and TV shows. Clients included: Kristin Chenoweth, Sugarland, Dave Ramsey, CeCe Winans, Chris Young, Donald Miller, (former) U.S. Senator Jim DeMint, John Tesh, Kathie Lee Gifford, Imelda May, Billy Currington, BeBe Winans, Mary-Mary, Natalie Grant and Third Day

#### **Primary Duties:**

- Managed touring/full time personnel including artists, band, & crew as the single point of responsibility and accountability for all activities and decisions made
- Acted as a client liaison to the promoters, agents, media, and other stakeholders
- Collected, created, and presented data for budgets, memos, schedules, and incident reports
- Negotiated, contracted, and managed personnel and third-party vendors, clearly communicating expectations to all stakeholders
- Coordinated the travel and lodging for three to thirty persons (commercial air, private air, and large commercial vehicle logistics)
- Directed law enforcement, hotel security, venue security, and protective details as needed

#### **Experience/ Skills Demonstrated:**

- Understood the big picture, and kept all stakeholders moving in the same direction
- Lead cross-functional working groups of stakeholders with competing priorities, to unified outcomes
- Executed decisions with limited oversight being mindful of the team's goals and personnel
- Worked in a fluid and ambiguous environment
- Managed a workload with changing priorities and hard deadlines for completion
- Secured the cooperation of third parties, vendors, and support staff
- Influenced personnel at the high and low ends of the org. chart toward successful outcomes
- Trouble shot and improvised solutions with limited resources
- Maintained productivity and success of a mobile team with constantly changing team members yet consistent hard deadlines.

## International Professional Experience

### Experience Highlights:

- 2017- Cuba- Team Leader for a task group identifying local partners for business ventures, philanthropy, and cultural exposure on behalf of high-net-worth individuals
- 2015 Germany, Sweden, U.K., Ireland, Switzerland, Australia, South Korea, Japan, Jamaica- Tour Manager for Chris Young World Tour
- 2014 Ireland, United Kingdom, Norway, Sweden- Brad Paisley World Tour
- 2012 Switzerland: Tour Manager for BeBe Winans
- 2009 Haiti: Team leader for ten undergraduates participating in relief work
- 2006 Haiti: Co-Leader of (30+ member) group participating in relief work
- 2003-2006: Mexico, Barbados, Trinidad, Caribbean Islands: Tour Manager for CeCe Winans

### Experience Gained/ Skills Required:

- Demonstrated situational awareness in potentially volatile, high-risk areas
- Secured the trust, cooperation, and “buy in” of foreign nationals to accomplish tasks
- Instructed team members on cultural awareness and sensitivities
- Lead working groups comprised of culturally diverse team members
- Represented client interests to hosting NGO's, promoters, and/or foreign nationals
- Participated in daily project briefings
- Successfully managed personnel with rapidly changing priorities and fluid planning

## Education & Certifications

State of Tennessee Armed Security Guard License	2020
Oatman School of Executive Protection – CPP	2016
Cedarville College, Cedarville, OH, BA- Communication	1996

PROJECT OR CLIENT SPECIFIC REFERENCE CONTACTS AVAILABLE UPON REQUEST.