

# BRIAN R. TAKÉ

St. Louis, MO · [brian@raceterminal.com](mailto:brian@raceterminal.com) · 314.200.5276 · [9brt.com](http://9brt.com) · [linkedin.com/in/brian-take-50584a6](https://linkedin.com/in/brian-take-50584a6)

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## PROFILE

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B2B/B2C sales professional with 20+ years of experience, and a self-taught full-stack and mobile developer. I build tools that make complicated systems legible to the people usually locked out of them — including a family of open-source security tools I design, ship, and maintain solo. I'm comfortable going deep with a technical team on how a product actually works, then translating the same thing into plain business value for the person who signs. I map my own security tools to MITRE ATT&CK and NIST CSF, and live links to everything below are included for review.

## CORE COMPETENCIES

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**Security & Frameworks:** MITRE ATT&CK · NIST CSF · web application security · attack-surface analysis · threat modeling

**Sales & Pre-Sales:** consultative / solution selling · technical demos & proof-of-concept builds · C-level and technical-stakeholder communication

**Build:** full-stack & mobile (Capacitor iOS/Android) · Cloudflare Workers & Pages · Google Apps Script · Firebase / Firestore · Twilio (A2P 10DLC, Branded Calling) · Stripe · Anthropic API

## SELECTED WORK — TMF ADVISORY LLC

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**Founder & Principal · St. Louis, MO · 2024 – Present**

*Solo consulting and product-development practice. Selected builds below; each is live or open-source and can be reviewed directly.*

### *Security tooling (self-directed, open-source)*

- **BURPT · [burpt.org](http://burpt.org)** — Read-only web attack-surface scanner. Force-directed traffic (HAR) visualization, a natural-language scanner interface, and a server-side scan gated behind DNS-TXT ownership verification, so it only runs against domains the user proves they control. MIT-licensed; deployed on Cloudflare.
- **Pwnzie · [pwnzie.org](http://pwnzie.org)** — Open-source “glass-box” web-exploitation training range. Trainees run a real exploit against a simulated target, watch it execute, and learn the fix — nothing touches a live system. MIT-licensed on GitHub with an optional leaderboard backend.
- **Sweep** — Honest counter-surveillance mobile app. Claims only what a phone can actually do and is explicit about what it can't; surveillance-signature matching runs locally, so nothing about the user's network leaves the device.

### *The Terminal family (product, brand, and telephony-compliance work)*

- **Race Terminal · [raceterminal.com](http://raceterminal.com)** — Capacitor iOS/Android Formula 1 companion app with an AI broadcast layer (“THE BOOTH”) and a Twilio-powered call-in line; worked through A2P 10DLC and Branded Calling registration. Public daily build log past version 766 across 42 consecutive shipping days.
- **Shine Terminal** — Electric-unicycle safety-education platform, including an interactive pulse-width-modulation playground (“THE BEAM”) that teaches riders the motor physics behind real-world safety limits.
- **Help Terminal** — Privacy-first static “terminal” that routes visitors to crisis resources or coding education and never retains them; includes distress-language detection and a strict content-security policy (connect-src 'none').

### *Client & platform work*

- **Justice Engine** — Legal intake and case-routing platform.
- **EUC Exchange** — Community marketplace with a stolen-wheel registry (Firestore-based GPS / serial tracking) and an in-progress BLE companion app.

## DIRECTOR OF AI — RP EXOTICS

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### In-house 2022–2024 • outside AI consultant 2024–Present

- Owned the dealership's AI function — built the systems that ran the wholesale side of the business, then adapted the same tools into a full retail platform.
- Systems spanned CRM, automated document generation, and AI voice agents.
- The build where I first taught myself JavaScript and HTML.

## EARLIER EXPERIENCE

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*Two decades in B2B/B2C sales, financial services, and operations — selling and advising across regulated, relationship-driven industries.*

- **Multifamily Brokerage & Investment Advisory** • 2016–Present  
Advise investors and operators holding 50–2,500 doors — including several of the state's largest landowners — on all aspects of strategic acquisitions and dispositions. Firms: Apartment Advisors of America, Asprient (Big Sur / Lux Living), Oliver Properties, and Mavrent LLC (800+ doors).
- **CFO / CTO — Closed Loop Recycling** • 2013–2016
- **Financial Advisor — Merrill Lynch, First Brokerage, LPL Financial, Wells Fargo** • 2009–2013  
Carried the same book of business across four firm changes — clients followed the relationship, not the brand.
- **Records & Information Management Consulting — Jordan Lawrence** • 2007–2009  
Sold records-management consulting to MSPs and VARs across a five-state Northeast territory (NY, NJ, MA, VT, ME).
- **B2B Sales — IKON Office Solutions** • 2004–2007

## EDUCATION & LICENSES

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- **B.S., Finance & Banking** — University of Missouri (2000–2004)
- **Certified Structured Settlement Consultant (CSSC)** — University of Notre Dame
- **Licensed Real Estate — Missouri**
- **NMLS-licensed (mortgage)** • **Missouri Life, Accident & Health Insurance**
- **FINRA Series 7 & 66** • previously held