

# Blaine R. Love

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## Education

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### Western Michigan University Haworth College of Business

Kalamazoo, MI

*BBA, Sales and Business Marketing*

*Jan. 2017 – Dec. 2018*

- Key Courses: Business Enterprise, Business-Driven Info Tech, Marketing Principles, Business Finance, Professional Selling, Marketing Research, Sales Management

### Lansing Community College

Lansing, MI

*Completed 45 credits towards a Bachelor's Degree in Business*

*Sep. 2013 – Dec. 2016*

- Key Courses: Principles of Accounting, Principles of Microeconomics, Principles of Macroeconomics, Business Computing, Finite Math, Intro to Statistics

## Work Experience

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### Financial Consultant

New York, NY

*Strategic Financial Solutions*

*July 2019 – March 2020*

- Designed, planned, and presented personalized financial plans to clients on a daily basis while managing and coordinating sales pipeline to help clients burdened with debt
- Converted leads to clients effectively bringing in over \$750,000 worth of client debt, facilitating the onboarding of deals ranging from \$10,000 to \$120,000
- Communicated with clients to identify their buying needs and goals, developed various sales collaterals, and worked sales technical presentations
- Collaborated on several teams assisting in both sales and debt negotiation services utilizing Velocify and Salesforce to provide clients a more seamless experience

### Carpet Cleaning Technician

Grand Ledge, MI

*Kelly's Cleaning Service*

*May 2014 – June 2015*

- Promoted to Lead Technician responsible for overseeing 3-5 jobs a day, leading client interactions, and managing the team on site
- Trained new employees and supervised various cleaning services for residential and commercial clients to ensure excellent service and quality
- Earned IICRC certification after completion of CCT course and exam covering pre-inspection, fabric identification, cleaning chemicals and equipment, and proper cleaning techniques and procedures

### Sales Associate

Dewitt, MI

*General Nutrition Centers (GNC)*

*June 2013 – May 2014*

- Built strong customer base by assisting approximately 20 customers daily to successfully achieve daily sales goals, and upsold products based on customers' past purchases and preferences
- Knowledgeable of the company's 100+ product offerings to provide personalized product guidance and better drive sales through cross selling
- Assisted in developing store marketing displays to promote and increase sales of new products
- Collected sales statistics from 15 stores and reported data to corporate regional director daily