

MICHAEL A. BLUM
Columbia, MD 21045

PROFESSIONAL EXPERIENCE

Results driven management executive with 49 years of experience in customer service focused performance, not-for-profit association management, national department store retail management, magazine editing/publishing, staff training and development, team building, strategic planning and improving efficiency of operations. Able to identify areas of strength and weakness and implement company policies, standards, changes in operation, and systems that optimize productivity and bottom line. Demonstrated ability to motivate staff to maximize productivity and control costs through the most effective use of manpower and available resources.

AREAS OF EXPERTISE

- ORGANIZATIONAL BUSINESS DEVELOPMENT
- BUDGET/EXPENSE CONTROL
- OPERATIONS MANAGEMENT
- PROGRAM/PROCEDURE DEVELOPMENT
- LEADERSHIP SKILLS
- CUSTOMER SERVICE
- RETAIL SALES
- BUDGET/EXPENSE CONTROL

LICENSED REALTOR

Berkshire Hathaway HomeServices, PenFed Realty
Ellicott City, Maryland

2018-Current

I have been a licensed Realtor for over 25 years. I had my license in a referral status for much of that time, while maintaining the required CE hours. After a very successful career in retail department store management followed by 11 years as the National Executive Director of a Congressionally Chartered Marine Corps Veterans Association. In 2015, I became a full-time Professional Realtor. In September of 2018, I joined Berkshire Hathaway Realty. As a dedicated real estate agent, I am highly qualified to guide my clients in buying or selling a home. Enthusiasm, the skill set I bring to the job, knowledge of the area and personal concern for the client's interests combine to make me an outstanding resource to help Buyers and Sellers meet their real estate goals.

LICENSED REALTOR

Keller Williams Realty Centre
Columbia, Maryland

2015-2018

I have been a licensed Realtor for over 25 years. I had my license in a referral status for much of that time, while maintaining the required CE hours. After a very successful career in retail department store management followed by 11 years as the National Executive Director of a Congressionally Chartered Marine Corps Veterans Association. I joined Keller Williams Realty in 2015 as a full-time Realtor.

NATIONAL EXECUTIVE DIRECTOR

Marine Corps League
Fairfax, Virginia

2004 – 2015

Chief Operating Officer (COO) of the Marine Corps League with the day-to-day responsibility for the management and direction of all programs, activities, and business affairs of the Marine Corps League. Total operational responsibility for this Marine Corps Veterans association consisting of approximately 76,000 members in 1100 local Detachments in 50 states, England, Puerto Rico, Japan and Saudi Arabia. Responsible for the editing, printing, publication, and distribution of "Semper Fi" the Marine Corps League's national magazine. Serve as Secretary of the Corporation responsible to the National Board of Trustees. Represent the organization on the Military Coalition, National Marine Corps Council, National Veterans Day Committee, Department of Defense Veterans Service Organization/Military Service Organization Roundtables and in legislative matters on Capitol Hill. Interface on a regular basis with senior leadership of the Department of Defense and the U. S. Marine Corps on a variety of issues representing the Marine Corps League on issues of importance to our members, the Active Duty Marine Corps and all veterans.

VICE PRESIDENT/GENERAL MANAGER

May Department Stores (now Macy's)
The Hecht Company
Washington/Baltimore

1971 - 2004

Divisional Vice-President and General Manager -1993-2004
Security Mall Store

Directly responsible for overall profitability and sales for this 155,000 sq. ft. full-line department store which generates more than \$25 million annually in sales revenue.

Implement long and short-term objectives; oversee and control all daily operations, policy implementation, merchandising and promotion strategies. Recruit, hire, train and motivate a staff of 12 managers and direct the activities of 150 support personnel for sales and store operations. Administer \$2.5 million annual payroll and expense budget, initiate and monitor cost controls to ensure profitability.

Divisional Vice-President and General Manager

Annapolis Mall Store, Annapolis, MD

1988-1993

\$40 million full-line department store with 245 employees and 23 member management staff. 141,000 square foot store, producing at \$275 per selling square foot. #4 profit store in the company 3 consecutive years. Involved with planning and execution of \$13 million, 60,000 square foot expansion and total remodel of existing space. Developed phasing plans based on scope of job and seasonal impact on each department. Expansion and remodel were completed on schedule and within budget.

Retail Management

1965 – 1971

Extensive, progressive experience as a Department Store Buyer, Operations Manager and General Manager.

MILITARY EXPERIENCE

U.S. Marine Corps, Non-Commissioned Officer
Honorable Discharge

1960 - 1966

MILITARY MEDALS AND AWARDS

Marine Corps Good Conduct Medal, Marine Corps Expeditionary Medal, National Defense Service Medal, Armed Forces Expeditionary Medal (Cuba), Vietnam Service Medal w/bronze star, Korean Defense Service Medal and the Republic of Vietnam Presidential Unit Citation Ribbon.

PROFESSIONAL AND COMMUNITY AFFILIATIONS

Commission Member	Howard County Commission on Veterans and Military Families - Current
Member	Past National Commandant Society, Marine Corps League
Board Member	Lincoln Technical Institute - Current
Executive Chairman	National Marine Corps Council – 2006-2011
Treasurer	The Military Coalition 2005-2011
Past-Chairman	Board 50-2, U.S. Selective Service System
Founder/ Past-President	Maryland Marine Corps Coordinating Council

Treasurer	Maryland Joint Veterans Committee 1998-2002
Past President	Stonewall Square Condominium Association
Past President	Bristol Green Condominium Association
Past Board Member	United States Marines Youth Foundation, Inc.
Vice-Chairman, Board of Directors	Anne Arundel County Y.M.C.A. 1989-1992
Chairman	Annapolis Transportation Policy Advisory Committee, 1982 -1984
Member	Hecht Company College Recruiting Team 1980-1994
Member	Board of Directors, Chamber of Commerce, Arlington, VA 1976 - 1978
Advisor	Distributive Education Program, Arlington, VA Public Schools 1976 - 1980
Lecturer	State of Maryland, Department of Mental Hygiene - "Management Style and Technique"