

H. Herbert Love

1223 Sharonton Drive Stone Mountain, GA 30083 (404) 416-4343 hlove1223@aol.com

GENERAL MANAGER / DIRECTOR - OPERATIONS

P&L / Branch & Regional Operations / Turnarounds / Startups / Budget Forecasting / Cost Control / Vendor Relations / Inventory OSHA & Safety Compliance

Led multi-industry businesses that served the retail industry; controlled costs, and improved personnel performance for midsized companies. Built, trained and led cross-functional teams to improve efficiencies, established managerial priorities, plans and programs.

Demonstrates leadership skill set and achieved improved performance results. Gained solid business experience in quality standards, compliance issues, contract management, production, budgets and problem solving.

Extensive knowledge of both provider and customer environments, Led multiple projects within tight schedules and on budget, Translated complex problems into actionable plans and reengineered processes.

Accomplished entrepreneur with additional experience in operations, producing profitability and productivity, provides innovative strategies in highly competitive markets.

Key Skills: Developed multi-location startup operations. Capable of rapidly synthesizing information and making timely, high-quality decisions, Proven, energetic manager whose results reflect a high level of motivation and bottom-line focus, Drives out-of-the-box thinking, Ambitious, Self-motivated.

CAREER HISTORY

CEO, HBH Enterprises, Inc, Started and grew Management Company, a \$1.6 M operation of six repair facilities. Directed day-to-day operations, to include but not limited to the management of HR, OSHA, inventory control and expansion. Developed and implemented strategies to assure continued organizational growth. Maintained monthly cost of goods at a profitable level of 20%

Managing Partner of Talent Acquisition, TCH Consultants. Designed and implemented strategies to improve the recruitment and retention of new employees for \$1M recruiting companies. Managed key accounts with Thompson Recruitment Advertising, Northern Telecom, Michigan ComEd, Heublein, Bell Atlantic and Hartford Insurance.

EDUCATION / AWARDS / CERTIFICATIONS

- **BS,** Business, Coppin State University.
- **Awards,** Circle of Excellence Award, seven consecutive years, Meineke, Gold Seal Customer Service Training Award, eight consecutive years.
- **Articles,** Featured in three separate articles of Black Enterprise Magazine, the Atlanta Tribune
- **Visiting Professor,** National Urban League's Black Executive Exchange Program
- **Community,** President, Southeast Regional Dealers Association