

Brian Blackwell

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Professional summary

Businessman, Realtor and Insurance Agent with over a 15 years of experience, showcasing a strong track record in private investments, business development, digital marketing, and real estate transactions. Demonstrated expertise in leading UPNIN.com to become a diversified platform through innovative strategies and technology adoption, alongside closing over 100 property deals with Progressive Properties, Westmark Realtors, and private transactions. Possesses a robust skill set in financial analysis, strategic planning, and negotiations, aiming to leverage these abilities to drive further business success and market expansion.

Employment history

UPNIN.com | Founder | Lubbock, TX

Jan 2013 - Present

- As Founder of UPNIN.com since 2013, I've spearheaded innovative strategies and helped company diversify into numerous different industries over the years.
- Partnered with 2-time Olympic Gold Medalist Ruthie Bolton and helped her get her first book published "The Ride of a Lifetime"
- Helped former Major League Player Bobby Livingston found Pitchman Apparel & gloves.
- Led efforts to build and maintain over 12 different websites.
- Analyzed market trends to navigate UPNIN.com through diverse industries successfully.
- Assisted Family Company KB Legacy Properties in many transactions and helped grow IRR substantially.

Progressive Properties | Realtor | Lubbock

Jan 2020 - Present

- Effectively managing property listings as part of Progressive Properties' dynamic team
- Successfully closed over many commercial property deals, generating significant revenue
- Leveraging in-depth market knowledge to provide clients with insightful advice.
- Resolved complex negotiations, ensuring client satisfaction and repeat business.

Westmark Realtors | Realtor | Lubbock

Mar 2013 - Dec 2019

- Managed property listings, negotiations, and closings
- Leveraged market analysis skills to set competitive pricing
- Resolved disputes, ensuring smooth transactions
- Expertly managed 100+ real estate transactions, consistently exceeding sales targets.

The White House | Intern | Washington D.C.

Aug 2006 - Dec 2006

- Recommended for prestigious internship by staff members of the Office of Former President George H.W. Bush. Landed highly competitive Internship out of pool of 1,000 candidates.
- Created "President's Books" and presented background information on candidates, which was critical intelligence before President Bush appointing them to federal positions.
- Formed network with influential donors
- Analyzed policy implications, enhancing decision-making processes at The White House.

Office of Former President George H.W. Bush | Intern | Houston, TX

Jan 2004 - May 2006

- Leveraged personal network to land an internship with the Former President's office. Performed various administrative functions and assisted his Chief of Staff and Personal Assistants as needed.
- Selected to work during exclusive leadership forums held at the Bush Library. Primarily provided VIP Guests with tours of the Texas A&M campus and escorted them to VIP Dinners and events.
- Involved in special projects such as the Tsunami Relief and Hurricane Katrina Fundraising events.

Skills

Business Development

Financial Analysis

Strategic Planning

e-Commerce Management

Strategic Alliances

Digital Marketing

Leadership

Market Research

Negotiations

Education

Texas a & M University-College Station, College Station, TX | Bachelor's Degree in Business Management

Aug 2002 - May 2006

Very involved in many organizations and Ran for Student Body President although finished in 2nd place with over 14,000 people voting.

Southern Methodist University, Dallas, TX | MBA with Finance/ Real-Estate Concentration

Jan 2009 - Dec 2010

Licenses

Texas Real Estate License, Life & Health Insurance, and Property & Casualty Licenses.