

PROFESSIONAL EXPERIENCE

CAREER PROFILE

Aloha Auto Group, Ltd **2010 – Present**

Kia Dealer – Oahu, Big Island, Maui

Harley Davidson Dealer – Big Island, Kauai

Chief Operating Officer

Midpac Auto Center **2007 – 2009**

Ford, Lincoln-Mercury, Mazda Dealer – Island of Kauai

General Manager

Jackson Auto Group **2000 –2007**

Volvo Dealer – State of Hawaii

Lincoln-Mercury Dealer – Island of Oahu

Pontiac Dealer – Honolulu

Isuzu Dealer – Honolulu

Vice President & General Manager, Partner

Bank of Hawaii **February 1995 – February 2000**

Vice President & Corporate Banking Officer (1998-2000)

Vice President and Manager - Auto Finance Division (1995-1998)

Ford Credit **January 1985 – February 1995**

Automotive Captive Finance Company

Branch Manager - Honolulu

FOLLOWING IS A SUMMARY OF MY SKILLS AND QUALIFICATIONS

Leadership

- Provided entrepreneurial vision leading a company of 140 employees.
- Recruited, hired and developed department managers and conducted weekly senior management meetings to instill common direction and purpose throughout the organization.
- Successfully nurtured high employee satisfaction levels by providing two-way communication, motivational leadership, and clear measurable goals and objectives.

- Trained loan officers in sales strategies which resulted in improved portfolio quality and yield while growing receivables.

Financial Analysis

- Implemented strategic business plans to improve overall organizational effectiveness to achieve financial goals.
- Analyzed operating statements and structured credit facilities for clients.
- Created daily operating controls utilized by business unit managers for tracking key operational goals and identifying trends impacting individual departments.
- Developed operational and capital budgets.
- Monitored daily, weekly, and monthly reports for leading indicators of need for operational adjustments in response to changing market conditions.
- Provided outside auditors with fully reconciled trial balance, related audit schedules, and financial statements.
- Performed key analyses and structured acquisition plans based on financial viability and operational synergies that lead to the purchase of the Volvo franchise for the State of Hawaii.
- Worked closely with attorneys to provide draft language for a confidential private placement memorandum looking to raise capital from accredited investors for a dealership buy-out.

Business Administration and Operational Management

- Consolidated redundant operations leading to cost savings and improved efficiency.
- Negotiated vendor contracts including advertising, insurance, facility leases, data processing, employee benefits and union issues.
- Designed “Portfolio Tracking Reports” which monitored performance by credit risk, loan officers, referral source, and product type.
- Installed Customer Relationship Management (CRM) systems which significantly enhanced customer communications directly resulting in improved sales, margins, and overall customer satisfaction.

Business Development & Sales Skills

- Cultivated long term relationships with high net worth principals and participated in servicing their private banking needs.
- Through strategic acquisition of an automotive franchise, increased gross sales from \$30 million to \$56 million.

- Built commercial flooring lines of credit from \$55 million to \$102 million through careful analysis of individual financing requirements and the design of “global” proposals that demonstrated a clear understanding of each account’s overall operations.

EDUCATION

M.B.A. – Finance, University of Missouri-Kansas City – 1985

B.B.A. – Business Economics & Quantitative Methods, U.H.- Manoa – 1983

High School Diploma – Kamehameha Schools – 1979

Diploma of Graduation – Graduate School of Retail Bank Management, CBA – 1998

PROFESSIONAL MEMBERSHIPS

Over my career I have been a member or served the following organizations.

Director – Better Business Bureau – Hawaii

Director – Kakaako Improvement Association

Representative, Western U.S. – Isuzu National Dealer Council

Member – National Automobile Dealers Association

Member – Hawaii Automobile Dealers Association