

Education

Executive Education – Harvard Graduate School of Business - Cambridge
Bachelor of Business Administration – University of Hawaii at Manoa

**Professional
experience**

June 2016 – Present **Atlas Insurance Agency** Honolulu, HI
President / Hawaii

- Duties include: Strategic oversight of Hawaii's largest insurance brokerage firm in premium volume, revenue and employee count. Currently responsible for the long range vision of the Atlas statewide insurance locations which provides Commercial Property and Casualty Brokerage and Consulting Services, Construction and Surety, Employee Benefit Consulting, AOA Practice and Personal Lines.

August 2015 – May 2016 **Koa Capital LLC.** Honolulu, HI
President / Green Home Solutions Hawaii

- Duties include: Strategic short term planning and setting up all phases of the operation for a new start up company. Personally setting up a marketing plan, strategic sales programs, service and operation protocols, accounting systems, etc. Increased revenue by more than 15x and planned to break even with over \$500,000 in revenue in the first full year.

October 2012 – June 2015 **HHL Holdings, Inc.** Honolulu, HI
President / Hawaii

- Duties include: Strategic and long range diversification planning including acquisitions and mergers. Oversaw mortgage banking operation at Honolulu Home Loans, Inc. (Hawaii's largest independent mortgage bank), the entering of real property management business through Honolulu Property Management, LLC. and entering into the business process outsourcing business through Xpedite, LLC.

April 2007 – September 2012 **Coldwell Banker Pacific Properties** Honolulu, HI
President / Hawaii

- Duties include: Strategic and long range planning for Hawaii's number one residential real estate brokerage firm. Overseeing six residential real estate brokerage sales offices, a sales force of over 450 agents and employees, its commercial real estate operation, national relocation group, agent services, marketing, acquisitions, as well as the new homes projects division.
- In 2007 and 2008, NRT presented me with the National Coldwell Banker Leadership Award. Since being appointed as President, Hawaii has consistently ranked in the Top 5 nationally for the return on investment.

July 2004 – March 2007 **Coldwell Banker Pacific Properties** Honolulu, HI
Executive Vice President

- Duties included: Managed six residential real estate brokerage sales offices. Led the strategic direction of the organization throughout the network.
- In 2006, NRT presented CBP with the Brokerage Leadership Award and the Partnership Performance Award, two of its most prestigious awards. NRT ranks four of CBP's six offices in the top 10 of its 1,000+ offices nationwide for overall performance.

April 2000 – June 2004 **Coldwell Banker Pacific Properties** Honolulu, HI
Senior Vice President

- Duties included: Recruiting, training, day to day operation / managing the full-time sales associates and employees in the King Street Office.

- The King Street office ranked second within the 2,500 Coldwell Banker offices nationally, achieving an average production volume per agent of \$6.9 million with more than 90 agents. The King Street office was also CBPP's top producing office for the state.

June 1984 – April 2000 **Servco Pacific Inc.**

Honolulu, HI

Group Vice President – Direct Sales Operation

- Duties included: Managing the day to day operations for six offices including sales, service, warehouse, delivery, marketing and leasing departments.
- The Direct Sales Operation grew from a 12-person division with about \$1 million in annual revenue to over 100 employees and over \$15 million in revenues with offices on every island and Guam.

Business Clubs and Organizations

Young Presidents Organization – Gold Chapter Member
 The Deputies (HPD and HFD) – Board Member
 HUGS – Former President and Board Member
 Hawaii Public Schools Foundation – Former Trustee
 DARE – Former Board of Governors
 HiCentral MLS – Former Board Member

Designations

Resident Producers License - Insurance, State of Hawaii
 Surplus Lines Brokers License, State of Hawaii
 Real Estate Broker License, Inactive

Interests

Golf and Softball