

**Neal K. Arita**

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**Personal  
Summary**

A personable, efficient and honest professional, who is able to bring nearly 30 years of knowledge and skills in Mechanical Contracting and Service. Neal is passionate about sales and marketing with the goal to maintain and grow current customer base, and to do it with honesty and integrity; by developing a team with a "single-mind" and a common goal. Right now, he is leading a Hawaii Team as Market Manager for Carrier Corporation.

**Employment**

**June 1987 – July 1989: Air Engineering Co., Ltd. Honolulu, HI**

Estimator/Project Manager

- Estimate and Manage HVAC & Plumbing projects (Sheet Metal, Air Conditioning and Plumbing)

**July 1989 – August 1990: Stanaire Sheet Metal Honolulu, HI**

Estimator/Project Manager

- Estimate and Manage HVAC projects (Sheet Metal, Air Conditioning and Plumbing)

**August 1990 to January 2005: Heide & Cook Ltd. Honolulu, HI**

Equipment and Parts Sales (1990 – 1993)

- Sales of YORK Unitary Equipment, ACME Ventilation Equipment

Service Sales (1993 – 1997)

- Service Repair and Replacement Sales and Project Management
- Customer Service and Sales

Service Manager (1997 - 2005)

- Draft and Execute Sales and Marketing Plan
- Service Repair and Replacement Sales
- Preventive Maintenance Sales
- Competitive Bid Sales – HVAC Equipment Replacement
- Competitive Bid Sales – Preventive Maintenance
- Customer Relations, Development and Maintenance

**January 2005 to January 2011: Alakai Mechanical Corporation: Honolulu, HI**

Manager, Air Conditioning Service Department (2005 – 2006)

- Draft and Execute Sales and Marketing Plan
- Service Repair and Replacement Sales
- Preventive Maintenance Sales
- Competitive Bid Sales – HVAC Equipment Replacement
- Competitive Bid Sales – Preventive Maintenance
- Customer Relations, Development and Maintenance

Vice President - Direct Sales and Service (2006 – 2011)

- Plan, Direct and Market Air Conditioning and Plumbing Service and Direct Sales Departments with emphasis on customer service and quality work
- To oversee scheduling, job-site safety program enforcement, quality control, customer satisfaction and Business Development

**February 2011 to July 2015: Sheet Metal Contractors Assn: Honolulu, HI**  
**Executive Director of SMCA / Administrator for Sheet Metal Industry Fund**

- Provide communication and support to Sheet Metal Contractors
- Assist in the development and improvement of the Sheet Metal Industry
- Enter into negotiations with Labor for the benefit of members of the corporation and strive for stability in the industry by improving employer-employee relationship
- Engage in and furthering the cause of joint apprenticeship standards and activities
- Assist in various committees and assist officers to execute all duties

**August 2015 to Present: Carrier Corporation: Waipahu, HI**

Territory Service Manager (2015-2018)

**Hawaii-Market Manager (2018 – present)**

- Develop and execute strategic plan to drive market growth in assigned area based on revenue and margin
- Develop new client relationships
- Identify and participate in industry organizations, trade shows and events to promote the company
- Manage the Hawaii-based Service Organization

**Education**

High School Degree: Moanalua High School

College Degree: B.A. – Communications, University of Hawaii, Manoa

**References**

**Current/Past  
Volunteer  
Experience**

Current: Member of the Contractor License Advisory Committee

Current Elder - Leeward Community Church, Pearl City, HI

Current Vice President: Roads to Hope (non-profit International Trauma Counseling)

Past Assistant Scout Master - Boy Scout Troop 164, Mililani

Past Board Member – State of Hawaii Contractor's License Board (Chairman)

Past President - Sheet Metal Contractor's Association of Hawaii (SMCA)

Past Joint Apprenticeship Training Committee Member – Plumbers and  
Mechanical Contractors Association of Hawaii (PAMCA)

**Contractor  
Licenses**

Current Hawaii Contractor License Number: C-18463

B General Contracting	C-40 Refrigeration
C-15 Electronics Systems	C-44 Sheet Metal
C-37 Plumbing	C-52 Ventilating & Air Conditioning

Currently RME for Carrier Corporation – Hawaii (2015 – Present)  
Previously, RME for Heide & Cook (1997-2005) Alakai Mechanical Corp. (2005-2011)  
All Licenses are “Current, Valid & In Good Standing”