RUSSELL M. K. WONG

GOV. MSG. NO. 696

### **PROFFESSIONAL EXPERIENCE**

### **CAREER PROFILE**

Aloha Auto Group, Ltd2010 – PresentKia Dealer – Oahu, Big Island, MauiHarley Davidson Dealer – Big Island, KauaiChief Operating Officer

Midpac Auto Center2007 – 2009Ford, Lincoln-Mercury, Mazda Dealer – Island of KauaiGeneral Manager

Jackson Auto Group2000 –2007Volvo Dealer – State of HawaiiLincoln-Mercury Dealer – Island of OahuPontiac Dealer – HonoluluIsuzu Dealer – HonoluluVice President & General Manager, Partner

Bank of HawaiiFebruary 1995 – February 2000Vice President & Corporate Banking Officer (1998-2000)Vice President and Manager - Auto Finance Division (1995-1998)

Ford CreditJanuary 1985 – February 1995Automotive Captive Finance CompanyBranch Manager - Honolulu

## FOLLOWING IS A SUMMARY OF MY SKILLS AND QUALIFICATIONS

### Leadership

- Provided entrepreneurial vision leading a company of 200 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

- As COO of Aloha Auto Group, I was an integral part of growing the company from \$44 million in sales to over \$110 million in sales over a 7 year period.
- At Jackson Auto Group increased gross sales from \$26 million to \$63 million through a strategic acquisition of an additional automotive franchise.

- 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.
- Cultivated long term relationships with high net worth principals and participated in servicing their private banking needs.

## **EDUCATION**

M.B.A. – Finance, University of Missouri-Kansas City B.B.A. – Business Economics & Quantitative Methods, U.H.- Manoa High School Diploma – Kamehameha Schools Diploma of Graduation – Graduate School of Retail Bank Management, CBA

## PROFESSIONAL MEMBERSHIPS

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

Motor Vehicle Licensing Board – State of Hawaii Board of Review – County of Kauai Charter Commission – County of Kauai Director – Better Business Bureau – Hawaii Director – Kakaako Improvement Association Representative, Western U.S. – Isuzu National Dealer Council