

Sean Kamahele Knox

Qualifications

Community Contributor – Strong sense of community support and social responsibility. Involved in charitable work and motivated to contribute back to the community. Takes tremendous pride in his upbringing in Hawaii and recognizes the importance of making the islands more sustainable for individuals of all income levels.

Business Leader - Able to start and grow businesses in a new market. Superior skills in recruiting, hiring and training top talent. Strong sense of perseverance and determined to excel no matter the circumstance. Excellent business to business and peer to peer networking abilities.

Employment History

Hawaii Employment Services, President/CEO/Partner, Honolulu HI 6/2010 – current

- Oversaw the transition of POI Employment to Hawaii Employment Services
- Grew revenues to over \$16,000,000 in 2017.
- Diversified staffing services from office professionals to industrial, agricultural, hospitality and educational employees
- Opened 6 offices through the state of Hawaii (Honolulu, Waikiki, Waimea – Kauai, Lihue, Kahului, and Kona)
- Organized work release opportunities for individuals incarcerated at a Kauai Community Correctional Center and held resource fairs at the Federal Detention Center of Honolulu
- Developed a bi-weekly job fair where the Honolulu Institute for Human Services bring employees to our office for employment reviews and job opportunity discussions.
- Implemented an employee tracking system earning the company \$111,000 in Work Opportunity Tax Credits
- In 2017, provide employment opportunities for 2,086 individuals across the state of Hawaii.
- Implemented a recruiting plan that involved job fairs, print advertising, on-line advertising, and referral programs that resulted in 9400 employee applications in 2017
- Developed strategic partnerships with the BBB, Chamber of Commerce (Honolulu, Kailua, Maui, Kona and Kauai) Building Industry Association, Society of Human Resources, and Hawaii Lodging and Tourism Association.

POI Employment LLC, President / Owner; Honolulu, HI 4/2005 – 6/2010

- Created a staffing agency that assists Hawaii employers with securing administrative and accounting temporary help.
- Initiated marketing campaigns to secure new clients.
- Developed revenues to exceed \$1,000,000 per year.
- In 2009-2010, decreased overhead cost by 23% by restructuring of workforce and implementing cost control procedures.
- Provide employment opportunities for hundreds of Oahu professionals.

POI Employer Services LLC, President / Owner, Honolulu, HI 01/2007 – 6/2010

- Launched a new Professional Employer Organization (PEO) into the Hawaii market.
- Completed market research and developed a comprehensive business plan.
- Created telephone, direct mail, email marketing plans to create awareness of services and drive sales leads.
- Secured funding for the start-up of POI Employer Services, LLC. and POI Employment, LLC.

- Hired and trained experienced HR staff to assist with the development of policies, procedures, and contracts.
- Developed safety training programs in conjunction with an Occupational Therapist.
- Oversee all financial, legal, and operational decisions for the business.

RHII (Accountemps / OfficeTeam) Branch Manager; Honolulu, HI 7/1999 – 1/2005

- Responsible for the entire revenue production of 6 Staffing Managers.
- Implemented training programs to develop sales professionals and increase market share.
- Put into action guidelines and procedures as mandated by our corporate office.
- Increased overall revenue 430% over the course of 5 years.

Enterprise Rent-a-Car, Branch Manager 1994 – 7/1999

South Hampton, Gloucester, and Oxford, England

- One of eight managers (out of 265 internal applicants) selected for South Central England's expansion team.
- Organized property search in 3 cities to locate ideal branch sites.
- Worked with local planning councils and contractors to open 3 branches.
- Interviewed, hired, and trained our first British employees.
- Managed the first branch in our region to become profitable.

Tacoma, WA

- Promoted to branch manager within 1 year.
- Increased each branch's market share by successfully selling our services to both new and previous customers.

Xerox, Marketing Representative, Tacoma, WA 1993-1994

Wailuku Agribusiness, Field Manager, Maui HI Summers '90-'92

- Responsible for the training and production of 15 student employees.
- Harvested 506 tons of pineapple over the course of 3 summers.

Education

University of Puget Sound, Tacoma, Washington 1989 - 1993

- Bachelor of Arts in Business Administration with an emphasis in Marketing.

Seabury Hall, Makawao Hawaii 1987 - 1989

Hilo High School, Hilo Hawaii 1985 - 1987

Community Activities

Workforce Development Council 2016 - Current

Performance Measurement Chair

Sector Strategies and Career Pathways Vice Chair

Kapiolani Community College – Accounting Program Advisory Committee 2003 - Current

Hawaii Literacy – Board Member 2007 – Current

Hawai'i Lodging & Tourism Association – Associate Member 2004 - Current

Muscular Dystrophy Association – Vice President - Executive Committee 2006 – 2010

Honolulu Habitat for Humanity – Board Member 2003 - 2006

SHRM Hawaii - Chapter Member 2005 - 2010

Institute of Management Accountants - Past Vice President 1999 - 2005