

Edward Chu



PROFILE

Community-focused individual with proven expertise in motivating youth and co-workers to achieve goals in both the sports arena and also workplace settings. Holds all co-workers and mentees in high esteem and interacts with the greatest degree of personal integrity. Background includes leadership in sports and business. Dedicated to development through goal setting and hard work.

EXPERIENCE

Independent Agent, ACW Group, LLC-2009-Present

Licensed Independent Agent, selling commercial property and casualty insurance. Also licensed to sell personal lines insurance. Interfaces with both clients and carriers via 1-on 1 face to face communication, phone calls, and emails. Also provides loss control measures to clients in the areas of hotel, ground transportation, submarine, dinner boat cruises, food catering, and Waikiki magic show.

Account Executive, Matson Navigation Company, Inc.-2001-2009

Maintained and cultivated relationship with Matson's customers who shipped their goods in containers and flatracks. Client based was primarily the construction and building material industry. Managed an account base of 85 customers, representing \$17,000,000 in annual revenue to Matson.

Stevedore Superintendant, Matson Navigation Company, Inc.-2000-2001

Supervised collective bargaining unit longshoremen in the operations of container loading and unloading. Also supervised crane and machine operators. Often supervising up to 40 men at a time on vessel operations.

Sales Manager, Pacific American Lumber, 1996-200

Specialized in the sales of interior finished hardwood products from plywood, lumber, laminate, and flooring. Met monthly and yearly sales goals. Also served as Operations Manager and warehouseman and delivery driver.

EDUCATION/CERTIFICATIONS

Bachelors of Science in Aerospace Studies, Embry Riddle Aeronautical University

Graduate of The Kamehameha Schools

Resident Producer License in Accident & Health, Casualty, Life, Marine, Property, Surety, and Vehicle classes for the Insurance Division of the State of Hawaii

Certified Insurance Counselor Designation (CIC)

Member of the Positive Coaching Alliance

Private Pilot License-Single Engine, Land rating