

Education

Saint Louis High School 1984

Chaminade University, Honolulu Hawaii

B.A. degree in Business Administrations 1988

Seminars

**Sales training: Zig Zigler, Joe Verde, Tom Hopkins and Grant Cardone
From 1985 to present.**

NCM General Manager boot camp 2004

PSI basic in April 2001, PSI Seven June 2001 PSI Men's Leadership 2003

Work Experience

Automobile Sales Representative

Cleaning/preparing New and Used Cars. Selling of new and secondhand automobiles. Learning about my product and how it compared to the competition. Generating prospects for myself. Assisting/servicing my customers with their needs regarding their car.

Mike Salta Pontiac 1981 to 1988

Assistant Sales Manager/Trainer

I had four to five salespersons assigned to my team. I would train them on product knowledge. I would assist them with their customers and handle any concerns or problems. I would work with the banks to secure financing for my customers.

Mike Salta Pontiac 1988 to 1990

Sales Manager/New Car

I oversee daily operations and conduct the sales meetings. I ordered new cars from the manufacturer. I arrange and set up new car displays and shows.

Mike Salta Pontiac 1989 to 1990

Shelly Nissan 1990 to 1994

Honda Windward 1994 to Present

Current Position: General Manager / President / Treasurer

Honda Windward 2004 to Present 19years

Private Charities Involvement

PACT (Parents and Children Together)

Boys and Girls Club

MDA

Knights of Columbus

Ho'okua'aina

Skills

I am very personable and enjoy interaction with my customers. I have a positive and energetic personality. I have a knack for diffusing tense situations. I have a lot of experience with the use of computers.