

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.