

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. I take tremendous pride in my upbringing in Hawaii and recognize 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 willingness to take on difficult projects. Excellent business to business and peer to peer networking abilities.

Employment History

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

- Oversaw the transition of POI Employment to Hawaii Employment Services
- Grew revenues to over \$15,000,000 in 2015.
- 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 in 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 2015, provided employment opportunities for 2,200 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 9,580 employee applications in 2015
- 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 assisted 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.
- Provided 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.
- Oversaw 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.

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

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

Seabury Hall, Makawao, Hawaii

Hilo High School, Hilo, Hawaii

Community Activities

<u>Kapiolani Community College – Accounting Program Advisory Committee</u>	2003 - Current
<u>Hawaii Literacy – Board Member</u>	2007 – Current
<u>Hawai’i Lodging & Tourism Association – Associate Member</u>	2004 - Current
<u>Muscular Dystrophy Association – Vice President - Executive Committee</u>	2006 – 2010
<u>Honolulu Habitat for Humanity – Board Member</u>	2003 - 2006
<u>SHRM Hawaii - Chapter Member</u>	2005 - 2010
<u>Institute of Management Accountants - Past Vice President</u>	1999 - 2005