

# Byron A. Hansen

---

## Objective

- Board Member on State of Hawaii Motor Vehicle Licensing Board

## Education

**NO DEGREE | ATTENDED PORTLAND STATE COLLEGE & UNIVERSITY OF HAWAII**

- Major: Business
- Minor: Accounting

## RELATED COURSEWORK:

## Skills & Abilities

### MANAGEMENT

- In my 45+ years I have attended numerous management training courses relating primarily to the automobile industry but also to real estate sales as a former holder of Hawaii Realtor Associate license.

### SALES

- Being involved in sales and customer relations sales training was an on going process and in the 1980's with Volkswagen of America I was the Hawaii Region Sales Training Manager. Responsible for scheduling periodic training as well as scheduling various professional to come to the islands.

### COMMUNICATION

- Having been a commercial banking officer attended several seminars on communicating credit profiles to executive management.
- Training for speaking in front of groups was part of the Volkswagen sales training.

### LEADERSHIP

- Membership committed chair at Mid Pacific Country Club for three years.
- Lead Usher/Hospitality Minister at St John Vianney Parrish.
- Golf Committee Chair for the Hawaii Automobile Dealers Association annual convention for more than 15 years.

## Experience

**SENIOR VICE PRESIDENT AND MANAGER DEALER COMMERCIAL BANKING | BANK OF HAWAII | OCTOBER 1999 TO DECEMBER 2013**

- Primary responsibility was to maintain and grow the Commercial Auto portfolio as well as the Indirect Lending portfolio. Involving monitoring credit quality, compliance risk and financial reporting to executive management.

**DISTRIBUTION & SALES MANAGER | VOLKSWAGEN OF AMERICA – HAWAII REGION | SEPTEMBER 1968 TO MAY 1986**

- Began this phase of my career as Warehouse Manager which involved assisting with set up of a new parts distribution warehouse for VW in the State of Hawaii. This involved a computerized inventory system and delivery to local dealers.
- Eventually progressed to Distribution and Sales Manager of the Automobiles. This included dealer sales training.