

**EDWARD G. CHU, JR.**

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.

**PROFESSIONAL EXPERIENCE**

ACW GROUP LLC Honolulu, HI

***Independent Agent***

*2009-Present*

- Licensed Independent Agent, selling property and casualty insurance.
- Interfaces with both clients and carriers via 1-on 1 face to face communication, phone calls, and emails.
- Provides loss control measures to clients in the areas of hotel, ground transportation, submarine, dinner boat cruises, food catering, and Waikiki magic show.
- Implements marketing strategies to compete with other insurance agents.

MATSON NAVIGATION COMPANY, INC. Honolulu, HI

***Account Executive***

*2001-2009*

- Maintained and cultivated relationship with existing, new and prospective customers and conducted effective sales presentations to generate new business.
- Managed an account base of 85 customers, representing \$17,000,000 in annual revenue to Matson.
- Provided timely follow up to customers, utilizing effective internal and external communications.

MATSON NAVIGATION COMPANY, INC. Honolulu, HI

***Stevedore Superintendent***

*2000-2001*

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

PACIFIC AMERICAN LUMBER Honolulu, HI

***Sales Manager***

*1996-2000*

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

**EDUCATION/CERTIFICATIONS**

STATE OF HAWAII, Resident Producer Accident & Health, Casualty, Life, Property

EMBRY RIDDLE AERONAUTICAL UNIVERSITY, Bachelors of Science in Aerospace Studies

THE KAMEHAMEHA SCHOOLS