

Kehaulani Keanaaina

REALTOR

PROFILE

Hawaii licensed realtor with experience in the brokerage of residential properties, condominium units and land sales. Proven ability to increase agency revenue, closings, contracts, and client acquisition through marketing, sales, and customer relations. An expert in generating and curating business through networking and prospecting.

EXPERIENCE

Licensed Realtor — 2018-Present

Windermere Real Estate - Kailua-Kona, HI

Analyze market trends, conditions, and activities to accurately advise clients and develop competitive market proposals. Perform above industry standards to ensure complete customer satisfaction.

General Manager — 2015 to 2018

The Home Depot - Grants Pass, OR

Leveraged knowledge of customers, market trends and principal to successfully produce results. The store ranked top store in the Western Division for comparison sales year over year.

General Manager — 2013 to 2015

The Home Depot - Grants Pass, OR

Leveraged knowledge of customers, market trends and principal to successfully produce results. The store ranked top store in the Western Division for comparison sales year over year.

Operational Manager — 2011 to 2013

The Home Depot - West Eugene, Oregon

Developed and managed annual operating budgets for the store. Monitored the profit and loss statements to identify opportunities and ensure profitability for the store. Produced double digit SCOP % and received Executive Award for operational success.

Specialty Sales Assistant Store Manager — 2009 to 2011

The Home Depot - Corvallis, OR

Managed specialty operations for the store, including installation services, specialty sales, merchandising, and talent management. Created strategies to develop and expand existing customer sales, which resulted in a 12% increase in quarterly sales.

Sales Specialist — 2002 to 2009

The Home Depot - Eugene, Oregon

Top performing customer service specialist. Demonstrated that customers come first by serving them with a sense of urgency. Worked as a team member to provide the highest level of service to customers

EDUCATION AND TRAINING

Bachelor of Science: Housing Studies

Oregon State University,

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