

Sean Kamahale Knox

Sales/ Marketing - Proven track record of cold-calling and closing new clients. Skilled in all areas of customer service and retention. Self starter that works well in a corporate or independent environment. Creative in developing marketing programs to develop brand recognition and increase customer base.

Business Development - Able to start and grow businesses in a new market. Superior skills in recruiting, hiring and training top talent. Strong sense of perseverance and determined to excel no matter the circumstance.

Employment History

HiEmployment CEO / President / Owner, Honolulu, HI 06/2010 - Current

- Opened 6 offices across the state of Hawaii. Honolulu, Waikiki, Lihue, Wailuku, Kona and Hilo
- Recruited, hired and trained the 19 existing staff
- Reached pre-pandemic revenue of over \$20 million in sales
- Directly sold services to business owners and managers
- Secured grant funding through the pandemic to pay staff and cover operation cost.
- Oversaw the team of 19 to recruit, hire and place over 2000 employees a year in various positions across the Hawaiian islands
- 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.
- Oversee all financial, legal, and operational decisions for the business.

POI Employment LLC, President / Owner; Honolulu, HI 4/2005 – 5/2010

- Created a staffing agency that assists 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.
- Negotiated advertising rates with on-line and print advertisers
- In the last 12 months, decreased overhead cost by 23% by restructuring of workforce and implementing cost control procedures.
- Provide employment opportunities for hundreds of Oahu professionals.

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.

Xerox, Marketing Representative, Tacoma, WA

1993-1994

- Sold \$260,000 in business equipment over 1st year of employment (122% or projected target)
- Received the "Xerox Big Hit Achievement Award" Feb 1994
- Met 100% of plan for obtaining customer satisfaction.

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.

Community Activities

Workforce Development Council – Member, Interim Vice Chair, past Vice Chair then Chair of the Performance Measures and Accountability Committee 2008 - Current

Kapiolani Community College – Accounting Program Advisory Committee 2003 - Current

Muscular Dystrophy Association – Vice President - Executive Committee 2003 - 2006

Hawaii Literacy – Board Member 2008 - Current

Honolulu Habitat for Humanity – Board Member 2000 - 2002

Institute of Management Accountants - Past Vice President 1999 - 2005