

PROFESSIONAL EXPERIENCE

Vice President of Sales & Marketing/Partner, Always Best Care Senior Services, Honolulu, HI Oct 2021 – Present

- Promoted to VP of Sales and Marketing/Partner within six months of joining the company from a Care Coordinator position.
- Business development and branding of Always Best Care Senior Services on Oahu by working with social workers, business leaders, care homes, staffing for facilities, and private clients.
- Hawaii Executives Association, Member #147 for Home Care and on the board for 2023.
- Helped to bring in more than 2 million dollars of revenue in the first complete year of business.

English Teacher/Life Coach/Business English Tutor, Bangkok, Thailand April 2011 – Present

- Educate and motivate students/business professionals in grammar, punctuation, communication, writing, reading, speaking, listening, and life skills. Worked with children from 5 years old to adults up to 60 years old.
- Developed a personal curriculum for each student or class while empowering them to have more opportunities in life with better. English. Business was from referrals only.
- Corrected and adjusted Master's/Doctorate's degree papers for students.

Corporate Project Manager, Wall Street English School (WSE), Bangkok, Thailand February 2014 – June 2019

- To create, implement, facilitate, and teach corporate training, seminars, workshops, special projects and business activities with WSE Retail Centers.
- Teach, coach, motivate and develop students on their English journey.

Quality Premises Manager/Teacher, Wall Street English, Bangkok, Thailand April 2011 – January 2014

- Standardize policies and procedures regarding image, reporting to the two top officers in a medium sized company.
- Visit and inspect the retail branches of WSE. Work with contractors on construction and renovations.
- Educate and motivate students in English conversational skills.
- Set up Wall Street Business Networking for the students.

Senior Account Executive, Ogden Media Group, Honolulu, Hawaii May 2008 – December 2010

- Develop new business for yellow page directories, maintain current client base, and Customer service.

Director of Operations, Mahalo Travels, Honolulu, Hawaii January 2007-March 2009

- Develop new online business, Hiring-training and motivating new sales people,
- Maintain current client base, training of online resources, and Customer service.

Director of Sales & Marketing, Reskyu, Honolulu, Hawaii November 2004 – December 2007

- Develop new business, Training new sales people, Maintain current client base, Printing collateral fulfillment, and Customer service.
- *Achievements: Doubled the current printing revenue.*

V.P of Sales & Marketing, See A Room Hawaii, Honolulu, Hawaii July 2001 – October 2004

- Develop new business, Selling content management, Network security, IPIX virtual tour, Heavy cold calling, Sales training, product training, and Customer service.

General Manager, Diamon-Fusion Hawaii, Inc., Honolulu, Hawaii September 1997 – February 2001

- Supervise, Hire, Train, and Motivate employees, Heavy cold calling, Heavy follow-up, Invoicing, Collections, Application, Product knowledge, and Customer Service.
- *Achievements: Brought in accounts from commercial and residential markets. Increased the sales by 1000%.*

Senior Account Executive/Supervisor, Lanier Worldwide, Inc., Honolulu, Hawaii October 1996 – February 1997

- Supervise, Hire, Train, and Motivate employees, Heavy cold calling, Door to door sales, Order processing, Lifting equipment 200 + lbs up stairs. Manage 2000+ accounts, Time management, and Customer service.
- *Achievements: Made Gold Primus Trip (billing 125+ % of quota) first year. Broke previous records by selling 9 units in one day and billing \$123,000 in one month. Member of the Great with 8 Club (billing 8 or more units in 1 month). Top Account Executive on Oahu for the past two years*

Assistant Manager/Bartender, G.S. Studio Waikiki Joy Hotel, Honolulu, Hawaii March 1995 – August 1996

- Supervise, Hire, Train, and Motivate employees, Light Accounting, Inventory, Budgeting, Paperwork
- Bartending, Customer Service, Repairing electronic equipment, Security, & Food preparation.
- *Achievements: Worked 18-hour shifts and won a karaoke contest.*

Front Services/Bellman, Kahala Mandarin Oriental Hotel, Honolulu, Hawaii May 1990 – September 1999

- Heavy customer service at all levels with patrons and employees. Deal with customer complaints.
- Drove all makes and models of luxury cars while parking them with care.
- Provide information to patrons, handle luggage and other miscellaneous duties (While attending college)

EDUCATION & TRAINING

- Bachelor of Business Administration in Marketing & Management, University of Hawaii at Manoa
- Completed 3 C's success program (coaching, commitment, and contribution) 48 hours of intensive management training and motivation training
- Putting People First Seminar,
- T Harv Ecker, Quantum Leap Program

MEMBERSHIPS & AWARDS

Membership, American Marketing Association 1990-1994
Gold Primus Trip Award Recipient, 1997, Lanier Worldwide
Great with 8 Club, 1996-1997, Lanier World Worldwide
Dirty Dozen Club, 1996-1997, Lanier Worldwide

ACTIVITIES & INTERESTS

Board of Directors Mother Earth Foundation 1996-2000, Great Aloha Run, 2012 – 2019
Board of Directors, Hawaii United Charities 2006-2010
Volunteer Mentor, Palolo YMCA Drop-in Center, 1993-1994