

PROFESSIONAL SUMMARY

Proven leader and strategic innovator, adept in operations management and personnel leadership, honed as a Business Owner/Operator at 5 and 7 Tactical Solutions LLC. Excelled in enhancing customer satisfaction and team productivity, leveraging skills in financial reporting and human resources. Achieved significant business growth through strategic marketing and effective sales strategies, demonstrating exceptional negotiation and communication abilities. Built from the ground up.

Studios offering over 20 years of extensive experience in Martial Arts and Fighting. Top-tier skills in business and operations management. Analytical problem solver and critical thinker with remarkable decision-making and multi-tasking abilities. Creative Business Owner with exceptional background spent in Law Enforcement and Martial Arts. Proven leader with engaging demeanor and success working in most demanding environments. Talented in training and mentoring successful teams.

Additional Skills and Licensing:

Promoter (Events: Pro / Amateur)

Extensive experience as: Professional Referee (Pro / Amateur) (MMA, Kickboxing, Jujitsu,)

Judge and Corner Man

SKILLS

- Small business operations
- Sales tactics
- Financial Reporting
- Personnel Management
- Inventory Control
- Business process optimization
- Marketing expertise
- Competitor trend research
- Contract Negotiation
- Contractor negotiations
- Strategic Marketing
- Marketing campaign development
- Operations Management
- Sales strategy
- E-commerce strategy
- Human Resources

WORK HISTORY

07/2019 to Current

Business Owner/Operator

5 and 7 Tactical Solutions LLC. – Honolulu, HI

- Oversaw end-to-end business processes to maintain proficiency and profitability.
- Improved customer satisfaction rates by prioritizing client needs and addressing

concerns promptly.

- Established a loyal customer base through targeted marketing campaigns, referral programs, and personalized customer experiences.
- Consulted with customers to assess needs and propose optimal solutions.
- Successfully managed a team of employees, providing guidance, coaching, and performance evaluations to ensure optimal productivity.
- Cultivated strong relationships with suppliers/vendors to secure favorable pricing agreements for materials/services needed for daily operations.
- Kept all building areas and equipment functional and well-organized to promote business performance.
- Trained and motivated employees to perform daily business functions.

03/2003 to Current Police Major

(Directorate of Emergency Services) Army – Schofield Barracks, Hawaii

- Ensured officer compliance with policies, procedures, and laws through rigorous internal oversight mechanisms.
- Evaluated crime trends to develop targeted prevention initiatives aimed at addressing underlying issues contributing to criminal behavior.
- Implemented a successful recruitment strategy aimed at attracting diverse candidates for law enforcement careers, broadening representation within the department.
- Strengthened relationships between diverse populations and officers through cultural sensitivity training programs designed to improve empathy and understanding.
- Certifications Official.

02/2001 to 08/2010 Professional MMA Fighter (143 -185LBS)

Varies Promotions & Varies Commissions – World Wide, Japan, Saipan, Guam, United States

- Self-motivated, with a strong sense of personal responsibility.
- Worked effectively in fast-paced environments.
- Skilled at working independently and collaboratively in a team environment.
- Proven ability to learn quickly and adapt to new situations.
- Excellent communication skills, both verbal and written.
- Worked well in a team setting, providing support and guidance.
- Demonstrated respect, friendliness and willingness to help wherever needed.
- Assisted with day-to-day operations, working efficiently and productively with all team members.
- Passionate about learning and committed to continual improvement.
- Worked flexible hours across night, weekend, and holiday shifts.
- Managed time efficiently in order to complete all tasks within deadlines.
- Organized and detail-oriented with a strong work ethic.

01/2003 to 02/2010 Owner/Operator/Instructor

Jesus Is Lord Gym

- Managed day-to-day business operations.

- Developed and maintained strong relationships with fighters/other MMA Gyms
- Oversaw daily operations, ensuring all tasks were completed accurately and efficiently by team members.
- Increased customer satisfaction by implementing efficient business processes and providing exceptional service.
- Managed financial aspects of the business, including budgeting, financial reporting, and tax preparation.

EDUCATION

12/1999 **Bachelor of Science: Criminal Justice**
Wayne State College - Wayne, NE

06/1993 **High School Diploma**
Waipahu High School - Waipahu, HI