

Career Summary

Have taught as a Business Lecturer at Kauai Community College for the last 8 years. Prior to that, spent 35 years leveraging my MBA from UCLA to dramatically improve the operations of organizations. Worked with over 100 individual companies across a wide variety of industries: distribution, retail, manufacturing, technology and government agencies.

Biggest successes

- In two years, doubled the number of profitable training centers by growing sales and increasing employee productivity.
- As head of U.S. operations for an international firm, increased sales 50% and doubled profits in 18 months.

KAUA'I COMMUNITY COLLEGE

January 2016 – Current

Since 2016, I have taught over 50 (3 credit hour) courses including Business, Management, Marketing, Financial and Entrepreneurial classes for KCC. Helped develop an entrepreneurial venture for E125 (reported in Forbes). Through the Early College Program have taught 20+ at Kauai high schools.. Currently teaching 4 courses in Spring '24.

Have consulted with a number of For-profit and non-profit companies on the island. Some clients include:

- Kaua'i Juice Company - Recommendations led to opening a 3rd location in Poipu dramatically increasing profits.
- Hale 'Ōpio Kaua'i – Board member for 2 years. Part of Search Committee that brought on new Executive Director. Also provided direction as Chair of Marketing Committee to increase fund-raising.
- Junior Achievement, Kauai – Chairman of Board of Advisors. Oversaw Kaua'i Brewers Festival.

KAUA'I COMMUNITY COLLEGE

January 2016 – Current

Teach for Business Department at KCC. See details above.

CORINTHIAN COLLEGES, INC.

January 2010 – October 2013

Corinthian was a network of 120 for-profit schools providing vocational training.

Campus President Everest College/Bryman College – Los Angeles, CA 3/11- 10/13

- Converted a \$2MM annual loss to 8% profit in just 22 months.

Campus Vice President WyoTech – Long Beach, CA 1/10 – 3/11

- Generated 20%+ profitability each year, by beating sales forecast and controlling costs.

Promoted to turn around an affiliated campus that was failing.

INSIGHTS LEARNING & DEVELOPMENT

August 2007 – January 2009

International organization, provides team building, and communications training to improve organization's effectiveness.

General Manager, United States

- Increased sales 50% in 18 months; doubling profits.

NEW HORIZONS COMPUTER LEARNING CENTERS

Sept 1999 – November 2006

New Horizons provides computer training to its 240 locations worldwide. and Network Engineering.

Served as Vice President of Franchise Profitability, Regional Manager and General Manager.

Education

MBA from UCLA, in Strategic Marketing

BA (cum laude) from University of Missouri - St. Louis