

Chad M. Takesue

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PROFESSIONAL SUMMARY

Empower individuals to grow their skill set and develop their leadership skills in their firm, industry, or their community. Lead team members with varying personalities to work collaboratively towards a common goal or purpose. Develop strategies that utilize the strengths of team members to obtain objectives.

CORE STRENGTHS

- Strong written and verbal communicator
- Organizational development knowledge
- Curriculum development
- Motivated to help others
- Networking skills
- Customer service
- Strategic planning
- Budgeting and finance
- Recruitment and talent development
- Goal-oriented
- Strong interpersonal skills
- Empowers high-performing sales teams

PROFESSIONAL EXPERIENCE

Senior Vice-President of Sales, Locations LLC, Honolulu, Hawaii, January 2017 – present

Establish sales targets, manage agent productivity, and develop strategic sales plans to promote growth and retention for the company. Management of the sales coaches and sales managers responsible for agent productivity programs, the retention of productive sales agents, and the recruitment of experienced agents to the firm. Oversee all sales training programs, contract support, business planning and performance tracking, and monthly sales meetings and workshops for the company's sales agents.

Realtor, Locations LLC, Honolulu, Hawaii, June 2005 – present

Residential real estate sales agent for largest, locally-owned firm in Hawaii. Responsible for building and maintaining business relationships with clients interested in buying or selling residential real estate. Create strategic plan for Buyer to achieve both short term and long term real estate goals. Devise marketing strategy for Sellers of real property and implement marketing plan to achieve highest and best price along with best terms for the Seller. Negotiate, facilitate, and manage real estate transactions. Maintain database of professionals to best assist clients' needs related to real estate and surround them with the right professionals of varying expertise. Provide

mentorship to agents within the company to develop sales discipline necessary for success in the industry.

- Achieved Partner status in firm, 2012
- Senior Real Estate Specialist (SRES) designation, 9/2012-present
- Director At Large, Honolulu Board of Realtors, 2012-2014
- Director At Large, Hawaii Association of Realtors, 2014-present
- Completed Broker's License in January 2009

Realtor-Associate, Abe Lee Realty, Honolulu, Hawaii, 2002 – June 2005

Residential real estate sales agent. Responsible for building and maintaining business relationships with clients interested in buying or selling residential real estate. Create strategic plan for Buyer to achieve both short term and long term real estate goals. Devise marketing strategy for Sellers of real property and implement marketing plan to achieve highest and best price along with best terms for the Seller. Negotiate, facilitate, and manage real estate transactions. Develop database of professionals to best assist clients' needs related to real estate and surround them with the right professionals of varying expertise.

- Obtained real estate sales license in 2002

Secondary School Math Teacher, Castle High School, Kaneohe, HI, August 2000 – June 2005

Develop and implement effective classroom management plan to ensure optimum environment for student learning. Established clear objectives for all lessons, units and projects designed for student achievement of Hawaii Content and Performance Standards. Adapted teaching methods and materials to meet students' varying needs. Employed a broad range of instructional techniques to retain student interest and maximize learning including application of math concepts to real life situations. Taught students to utilize problem solving methodology and techniques during tests.

- Castle High School Math Team Coach, placed in top 5 for State Math Competition for small school division, 2003-2004
- Advisor for Interact Club, an extracurricular club for students to participate in community service activities, 2002-2004

Math Instructor, College SAT Prep Course, College Connections, 2002-2004

Develop math curriculum for SAT exam used for by universities to evaluate student readiness for entrance into college. Taught students test taking techniques and develop their stamina for standardized tests. Enhance student knowledge of math content portion of the SAT exam. Work with students to set goals for testing outcomes

and develop a plan to reach those goals. Provide resources for college counseling and promote the value in attending college after high school.

Math Tutor, Sylvan Learning Center - Kahala, 2003

Provide specialized assistance for high school students with their math curriculum. Administer reward system for student achievement.

Sales, Local Motion, 1998-2003

Retail sales at local surf shop chain in Waikiki. Responsible for customer service, sales of surfboards and accessories, repair of surfboards, rentals of surfboards, inventory management, and sales of surf apparel.

EDUCATIONAL BACKGROUND

University of Hawaii at Manoa, Shidler College of Business

- Master's of Business Administration, MBA, 12/2006

University of Phoenix, Honolulu

- Secondary Education in Mathematics Certification, 8/2001

University of Puget Sound, Tacoma, Washington

- Bachelor's of Science, Biology, 5/1998

Iolani School, 1994

- High School Diploma

COMMUNITY INVOLVEMENT

- President, Locations Foundation, 2015-2017
- Executive Board Member, Locations Foundation, 2013-present
- Advisory Board Member, Locations Foundation, 2009-2017
- Pacific Century Fellows, Class of 2014
- Class Representative, Iolani Alumni Association, 1994-present
- Co-Chair, Touch of Iolani Event, 2013
- Assistant Coach, Wai Kahala Baseball, 2015-present
- Assistant Coach, Kaneohe Little League Baseball, 1994

INDUSTRY AWARDS & RECOGNITIONS

- Locations LLC Platinum Society, 2015
- Prudential Chairman's Circle, 2012 and 2014

- Pacific Business News Forty under 40, Class of 2013
- Prudential President's Circle, 2010, 2011, 2013
- Top 100 in Hawaii Residential Sales, 2010, 2014-2015
- Top 2% Closed Sales/Top 3% Closed Volume in Prudential network, 2010-2014
- Prudential Leading Edge Society, 2007-2009
- Prudential Honor Society, 2006
- Aloha Aina Nominee, 2006-2015
- Outstanding Client Service Award, 2008-2015

Affiliations

- Member of the National Association of Realtors
- Member of the Hawaii Association of Realtors
- Member of the Honolulu Board of Realtors