

Atau Sakuma

Director of Sales Coaching | Real Estate Sales Leadership

Professional Summary

Results-driven real estate sales leader with 20+ years of experience in brokerage sales, agent development, and performance coaching. Proven ability to build, lead, and scale high-performing sales teams through strategic business planning, training, and accountability. Expertise in agent productivity, career development, and sales execution within competitive markets.

Professional Experience

Locations LLC – Honolulu, HI

Director of Sales Coaching | Jan 2024 – Present

Lead and manage a team of sales coaches, driving agent productivity, accountability, business planning, and long-term career development.

Design and execute firm-wide sales initiatives and training programs, facilitating sales meetings and leadership sessions aligned with company growth and market conditions.

Sales Coach & Manager | Jan 2020 – Dec 2023

Coached and managed agents across multiple production levels, improving performance, execution, and retention through structured accountability.

Implemented coaching frameworks focused on goal setting, lead generation, and talent development in support of brokerage leadership and performance management.

Partner & Real Estate Sales Agent | Jan 2015 – Dec 2019

Served as company partner while maintaining active production.

Contributed to leadership initiatives and informal mentoring of agents.

Real Estate Sales Agent | Jan 2007 – Dec 2014

Built and sustained a successful real estate practice serving buyers and sellers across Oahu.
Recognized for professionalism, market expertise, and client advocacy.

RE/MAX – Seattle, WA

Real Estate Sales Agent | 2002 – 2006

Averaged approximately 20 closed transactions per year in a competitive market.

Represented buyers and sellers through all phases of the transaction lifecycle.

Inter-Pacific Housing (Export Division)

Regional Sales Manager | 1997 – 2002

Managed regional sales for an export company supplying American-style home building materials to Japan.

Built and maintained cross-cultural client relationships and oversaw international sales operations.

Education

University of Washington — Bachelor's Degree, 1998

Core Skills

Sales Leadership • Coaching & Accountability • Business Planning • Agent Development •
Training Facilitation • Brokerage Operations • Negotiation • Cross-Cultural Sales