

# Kimo Kealoha

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**SUMMARY:** A Business Administration major studying Marketing at the University of Hawai'i – West O'ahu with three years of experience in sales and marketing, a proven ability to communicate effectively, and a strong background in customer service seeks a position as a marketing intern with Maxim Hawai'i.

## SKILLS:

- Communication
- Customer Service
- Problem Solving
- Social Media Management
- Marketing Campaign Planning
- Retail Software
- Product Knowledge
- Point-of-Sale Systems

## EDUCATION:

**University of Hawai'i – West O'ahu, Expected: May 2023**

Bachelor of Arts in Business Administration, Concentration in Marketing

- Cumulative GPA: **3.25/4.0**; Major GPA: **3.9/4.0**
- Relevant Coursework: Marketing Research; Advertising and Promotion Management; International Marketing

**Leeward Community College, May 2021**

Associate in Science, Accounting

- GPA: 3.84
- Relevant Coursework: Principles of Marketing

## PROFESSIONAL WORK EXPERIENCE:

**Sales Associate, Macy's, Dec 2019 - Present**

- Assist an average of 45 customers per day with finding or selecting items and providing recommendations resulting in approximately \$10K in additional revenue
- Stock, replenish, and organize inventory with accuracy and efficiency, completing task 10% faster than average associates
- Achieved an average of 140% of sales goals for three consecutive months
- Maintain accurate and attractive merchandise displays, ensuring strategic placement of products in order to maximize purchases
- Provide outstanding customer service, receiving 96% in customer satisfaction via service feedback surveys

## VOLUNTEER EXPERIENCE & ACTIVITIES:

**Member, Marketing Club, UHWO, Jan 2022-Present**

- Working closely with club leadership on growth and professional development opportunities
- Assisted with fall recruitment event planning and staffing, resulted in 48 contacts and 22 new members

**Communication Lead, Youth Team, St. Philip's Church, 2018-Present**

- Coordinate the communications campaigns for annual events, including "Easter Eggstravaganza" and the "O Holy Night Christmas Show"
- Draft and manage print, online, and social media communications to promote events, the church's brand, image, and values
- Establish and maintain relationships with vendors, sponsors, and partner organizations
- Represent the church/event to customers, the public, and other external sources