

PROFESSIONAL PROFILE

Business Development Specialist rated as having MBA-level performance and former International Athlete. Excellent knowledge of integrated business intelligence, content development, and corporate training, as well as team management under extreme maritime conditions. Particularly adept at market analysis, sourcing research, industry modeling, and comparative evaluation based on key metrics. Not only good and careful with the numbers, but also a clear, precise, and cogent writer. Outstanding organizational management born of over a decade of global travel and multicultural collaboration. Proven record of bringing hard projects and high impact risk assessment initiatives to successful conclusion, demonstrating initiative and agility throughout.

VISION

To actively use my substantial maritime experience and technical education to improve the lives of others, adding value to communities. To contribute in a passionate environment prioritizing innovation, positive feedback loops, and leading to sustained organizational development and growth.

EXPERIENCE

Daniel K. Inouye Asia-Pacific Center for Security Studies

Regional Security Studies Research Fellow

Honolulu, HI

March 2021 – Present

- Participated, and supported faculty, in running DKI-APCSS's Comprehensive Maritime Security Course as well as their Comprehensive Security Response to Terrorism Course.
- Aided development of outreach content - a videocast recording in a maritime security series called Take20.
- Currently conducting research on Smart Ports and their utilization in increasing transparency, aiding objectives outlined by the UN's Agreement on Port State Measures (PSMA).

CocoAnny Tree Trimming Services

Owner, Tree trimmer

Honolulu, HI

June 2019 – November 2021

- Self taught climber and trimmer in the nation's second most dangerous industry with zero mishaps.
- Coconut Palm Tree management services utilizing various climbing techniques, focused on coconut harvesting and property/ life/ limb danger removal. Disposal of coconut waste in an environmentally sound manner.
- Monetizing residential coconut harvests, normally a discarded landscaping by-product, through open-air farmer's markets sales.
- Establishing a robust client account book by branding a 'female small business owner in overwhelmingly male industry' word-of-mouth marketing campaign trading on reliable, affordable results.

Surfrider Foundation O'ahu – Charitable Endeavors

John Kelly Awards 2019, Event & Fundraising Chair

Honolulu, HI

April 2019 – August 2020

- Successfully leveraged the institutional and corporate sponsorship family while raising privately placed silent auction commitments resulting in a doubling of annual charitable funds raised after event expenses.

Co-coordinator Ocean Friendly Restaurants, HI

March 2018 – June 2019

- Planning and directing market penetration strategies, including: Public outreach and awareness campaigns, industry education programs, fundraising activity, and event management.
- Building collaborative networks across NGO's to influence legislation and administrative code, most recent lobbying efforts include: Hawaii SB522, SB11, and SB376, as well as Honolulu City & County Bill 40.

RepRisk AG

ESG Specialist

Global / Zurich, Switzerland

May 2011 – October 2019

- Assist clients with Environmental, Social, and Governance (ESG) risk mitigation strategy development using proprietary intelligence tools with strong focus on the mining, healthcare, and asset management sectors.
- Work collaboratively with Fortune 500 and leading multinational firms to raise ESG and reputational risk awareness, resulting in one of the largest Middle Eastern asset management funds to be the first in the region to adopt Western ESG risk standards.

Best of Hawaii Tours & Activities, LLC

Head of Business Development

Honolulu, HI

March 2018 – March 2019

- Joined startup enterprise to build strategic planning, process development, and product integration resulting in business sales/partnership agreements outstripping sales capacity and maximizing B2B value-added relationships.

Sales Manager, Vacation Planning

September 2018 – March 2019

- Dual-hatted to create internal solutions to improve a struggling department, resulting in a 1,000% increase in revenue in under 3 months by identifying tailored areas of growth and developing team sales techniques.
- Led, trained, and managed 6 international sales agents, resulting in increased profitability of existing products to support regional market expansion and advance business objectives.

F/V Koggiung

VP Finance and Operations

Bristol Bay, AK

May 2015 – August 2017

- Over 270 days at-sea during 3 commercial Sockeye Salmon seasons, delivering high quality fresh fish.
- Primary contract negotiator and market delivery specialist - guiding asset acquisitions and operation expansions.
- No significant U.S. Coast Guard safety mishaps, as well as zero Alaska Department of Fish & Game violations while operating in 5 distinct watershed management districts.

Competitive Kiteboarding Circuit

Professional Competitor & Freelance Talent Development

Global

2010 – 2017

- Silver Medal, Twin Tip Class (Women's) – Kiteboard Tour Asia 2013.
- During the five-year period 2010 to 2014, over 300 days annually at-sea operating in navigable waters.
- Assisted in organizing and documenting Kiteboard Tour Asia (KTA), the first sanctioned Asian Kitesurfing event.
- Superior circuit performance resulting in equipment sponsorship by Liquid Force Kiteboarding.
- Tacking across the sand bars and open ocean from India to Sri Lanka, trekking in rarely traveled waters to smash my own personal ambitions as a strategy coach and expeditionary traveler.
- Guided the first kiteboarding team in Asia through sustainment and KTA events resulting in zero safety discrepancies resulting in Gold and Silver Medals, Freestyle as well as two Silver Medals, Twin Tip Class.

Free Lance Journalist

Author & Photographer

Global

2010 - 2012

- Multiple credits in lifestyle magazines. Available upon request.

Oceanic Imaging Consultants, Inc.

Marketing Director

Honolulu, HI

2006 – 2007

- Involved from beta testing to writing the training manual for cutting edge hydrographic mapping software, resulting in its adoption by the U.S. Navy Submarine Force and elements of the defense establishment.

EDUCATION

University of Washington

Master in Marine Affairs degree candidate; anticipated finish June, 2022

MA in International Studies degree candidate; anticipated finish Dec. 2022

Seattle, WA

September 2020 – Present

Hawaii Pacific University

BS, Oceanography – Math Minor (Cum Laude)

Honolulu, HI

Spring 2006

INTERESTS & VOLUNTEER WORK

KB4Girls Ambassador • Photography • Piano • Expeditionary Travel

AMPLIFYING DETAILS

Intermediate Indonesian • Functional French & Greek • Valid U.S. Passport • Hawaii Driver's License
Advanced Open Water Diver Certification (PADI) • Yoga Alliance Certified Instructor • IKO Certified Instructor