

Kumu Leinā'ala Fruean

73-4541 Kukuki St. Kailua-Kona, Hawai'i 96740

Phone: 808-895-4205 Fax: 808-325-6599 E-Mail: leinaala@ibphawaii.com

Qualifications Summary

Highly skilled professional experienced working in fast-paced environment demanding strong organizational, interpersonal skills, excellent communicator, highly motivated, team and detail oriented. Committed to developing innovative, creative, and fun learning environments. Flair for establishing rapport with people from diverse backgrounds and cultures. Additional experience in planning and managing budgets, billing, scheduling enrollment, staff training. Very passionate and dynamic sales leader in effective campaigns, development strategic partnership and executing top-level presentations.



Professional Experience

- ✓ Business owner that maintains complete responsibility for corporate structure and project management, and Executive Director of Sales.
- ✓ Managed an annual operating budget in several businesses, support maintenance of equipment and salaries for administrative staff, employees and new project development implementation.
- ✓ Strategic planning & Marketing, Promotions & Presentation, Budget Management for product sales, Sales Methodology & Strategy.
- ✓ Staff & Student Motivation, Team Leadership, Training & Mentorship, Community Outreach Liaison, Creative Thinking & Problem Solving.
- ✓ Cultural Monitor and Cultural Advisor for Corporate accounts and Education entities.
- ✓ Curriculum Development of the Hāleo Hawaiian Language Course & Hawaiian Cultural Studies.

Education & Training

University of the Nations Hawai'i | Certificate in Community Development & Discipleship Training (1989-1990).

University of Hawai'i | Associates Arts Degree in Hula & Science (2000- 2002).

University of the Nations Master of Arts in Intercultural Studies (2015 completion date).

Community Involvement

- ✓ Habitat for Humanity West Hawai'i.
- ✓ Restoration of old Hawaiian U.C.C. churches.
- ✓ Hawaiian Language restoration fundraiser projects and board advisory.
- ✓ Seed Project for natural farming.
- ✓ Community Development committee for University of the Nations Kona, Hawai'i.
- ✓ Participated in a government ordered national campaign for Linda Lingo.

Employment History

SALES CLERK, Pay-n-Save (1987-1988).

SALES AGENT, Dollar-Rent-A-Car (1988-1990).

FRONT DESK, Bay- Club Waikoloa Resort (1995-1997).

DIRECTOR OF SALES, Island Breeze & Hawai'i Production Inc. (2003- 2014).

'AHA PŪNANA LEO O WAIMEA, Hawaiian Language Pre-school Teacher (2000-2003).

Professional Affiliations

- ✓ Develop and assist with implementation of the Hāleo Uniscript phonics program to learn, read and pronounce Hawaiian sounds for daily activities for ages 5-15 years old.
- ✓ Hualālai Board of Trustee Director for Housing development.
- ✓ Direct various administrative functions, and coordinates meetings for several N.H.O. non-profit organizations since 2002.
- ✓ Hawaiian Cultural protocol for the Wycliffe Strategic Conference for bible translation around the world.
- ✓ Serve as Board Director for Lahelakulana Corp. and Island Breeze Production Inc.