

Nickolas Kanno

590 El Dorado Ave #213 • Oakland, CA. 94611 • nickolas.kanno@gmail.com • 808-286-5543

Education

University of California, Berkeley

Berkeley, California
Coding Bootcamp - 2022

University of Hawaii at Hilo

Hilo, Hawaii
Bachelor of Business Administration, Finance – 2012

Professional Experience

GreenKey Financial, Inc.

Senior Account Manager (June 2022-Present)

- Analyzes prospect and client financial status to determine qualification and optimal loan program.
- Works with various banks including Rocket Mortgage, Loan Depot, United Wholesale Mortgage, Freedom Mortgage, and Caliber Homeloans.
- Strong understanding of respective bank's products and workflows.
- Built trust and strong relationships with agents, brokers, account executives, underwriters and team leaders ensuring healthy and positive communication and work culture.
- Maintains knowledge of the current market to deliver accurate information to prospects and clients.
- Customizes CRM database unique to prospect goals.
 - Analyzed client objective and sales data using CRM software.
 - Utilized CRM sales tools to deliver critical market data to client.
- Closed \$3,000,000 in transactions, June 2022 – present.

Kama'aina Mortgage Group

Senior Account Manager (October 2019-May 2022)

- Analyzed prospect and client financial status to determine qualification and optimal loan program.
- Worked with various banks including Rocket Mortgage, Loan Depot, United Wholesale Mortgage, Freedom Mortgage, and Caliber Homeloans.
- Developed a strong understanding of respective bank's products and workflows.
- Built trust and strong relationships with agents, brokers, account executives, underwriters and team leaders ensuring healthy and positive communication and work culture.
- Maintained knowledge of the current market to deliver accurate information to prospects and clients.
- Customized CRM database unique to prospect goals.
 - Analyzed client objective and sales data using CRM software.
 - Utilized CRM sales tools to deliver critical market data to client.
- Closed \$45,000,000 in transactions, October 2019 – May 2022.

Guild Mortgage Company

Mortgage Specialist (December 2017-October 2019)

- Analyzed prospect and client financial status to determine qualification and optimal loan program.
- Developed a strong understanding of company products and workflows through internal training and certification.
- Maintained knowledge of the current market to deliver accurate information to prospects and clients.
- Customized CRM database unique to prospect goals.
 - Analyzed client objective and sales data using CRM software.
 - Utilized CRM sales tools to deliver critical market data to client.
- Closed \$20,000,000 in transactions from October 2017 – October 2019.

Oahu Publications Inc. / Honolulu Star-Advertiser

Account Executive (July 2015- December 2017)

- Exceeded company established year over year new account acquisition, new partnership, and revenue goals.
- Performed extensive research on prospects prior to contact to understand specific target prospect.
- Established specific prospect goals and needs through in-depth interviews with C-level executives.
- Led presentations with C-level executives providing critical product information.
- Strategized with C-level executives to create detailed and customized software product, designed to maximize client ROI.
- Analyzed product performance data and modified product as necessary to ensure client satisfaction and optimal ROI.
- Built and maintained client and prospect base by building strong relationships and trust via phone calls, emails, and in person meetings.
- Maintained control of fluid sales cycles in team-based environment.
- Managed 40+ active accounts totaling over \$450,000 in monthly revenue.
- Increased account volume by 20%, and overall monthly revenue by 25% in first 10 months.

Hawaii Medical Service Association (HMSA)

Account Manager (January 2013- June 2015)

- Exceeded company established retention, acquisition, and performance rating goals.
- Top 5% in state-wide company performance rating in 2013 and 2014.
- Managed 70+ active accounts.
- Led meetings with C-level executives and business owners to provide critical product information.
 - Created customized proposals per client need and budget.
- Protected HMSA's market share through successful account retention by building strong trust and relationships with active accounts.
- Maintained accurate records of account activity and provided management with weekly sales data report.

Coaching

Unlimited Potential Basketball

Burlingame, California

2021-Present

Skill Development Trainer

- Works with NBA skills trainer, Packie Turner
- Trains intermediate, high school, college, and professional players individually and in groups

Punahou School

Honolulu, Hawaii

2015- 2020

Boy's Basketball, Varsity, Assistant Coach

Kamehameha School- Kapalama

Honolulu, Hawaii

2013- 2015

Boy's Basketball, Varsity, Assistant Coach

West Coast Elite Basketball, AAU

Los Angeles, California/ Honolulu, Hawaii

2016- 2020

Director, Head Coach, Assistant Coach

Athletics**Holy Names University Basketball Team, NCAA II**

Oakland, California, 2007-2010

- Academic/Athletic Scholarship

University of Hawaii at Hilo Basketball Team, NCAA II

Hilo, Hawaii, 2010-2012

- Academic/Athletic Scholarship
- Team Captain (2012)