



JANET KUWATA

Director of Accounts – Asia-Pacific

Janet Kuwata is responsible for managing international contractors to maximize sales, grow brand presence, and increase market share globally for AEG and Meet Hawai'i. She works closely with the Meet Hawai'i team on booking international conventions at the Hawai'i Convention Center.

With her extensive experience in Asia-Pacific sales and marketing efforts, Kuwata plays an integral role in the global outreach of the Meet Hawai'i sales team with proven records of success and skills in the key markets of Japan, Korea, and China. Her passion lies in creating the most memorable experiences for visitors to the Hawaiian Islands.

Kuwata brings close to 20 years of experience in regional sales to the position, having served in several key positions focused on the Asia-Pacific region. Most recently, she was director of sales, Asia-Pacific for The Ritz-Carlton, Kapalua. Prior to that, she was sales manager for Bishop Museum; regional director of sales – Asia-Pacific for Prince Resorts Hawaii; and director of Asia-Pacific sales for JW Marriott Ihilani Resort & Spa.

Kuwata's unique background growing up between Japan and Hawai'i has helped prepare her to be flexible and adaptable to cultures and situations. She resides in Honolulu and when she's not in the office, enjoys cooking, golfing, and gardening.