

PROFILE

Global hospitality-driven real estate executive:
Investment | Asset Management | Development

With 20 years of experience spanning 3 continents and projects exceeding \$5B in total value, my professional arc has touched many critical aspects of the hospitality industry, including Big 4 risk advisory services, luxury hotel & restaurant operations, principal acquisitions, mixed-use development, contract negotiation, asset management, and divestment execution.

My passion for adventure and travel has brought me to nearly 40 countries, where I have gained unique perspectives across a wide array of cultures that have shaped my hospitality career.

I have developed a dynamic skill set as a bilingual (Spanish) strategic collaborator playing an active role in all phases of a project's life cycle to leverage my diverse global experience, contributing from strategy creation and due diligence underwriting through investment and operational management, and, ultimately, a successful future sale or capital event.

PAST ROLES (PRE-2008)⁺

Gettys

Development Director: 2007 – 2008
New York, NY | Chicago, IL

LXR Luxury Resorts & Hotels (Blackstone Group)

Sr Financial Analyst: 2006 – 2007
New York, NY | Boca Raton, FL

Hotel Victor South Beach (Hyatt Hotels & Resorts)

Operations Manager: 2004 – 2006
Miami Beach, FL

KPMG

Financial Analyst: 2003 – 2004
Chicago, IL

EDUCATION

Georgetown University | ESADE

Master of Business Administration (GEMBA)
Class of 2012
Washington DC | Barcelona, Spain

Cornell University, School of Hotel Administration

Bachelor of Science in Hotel Administration
Class of 2003, Dean's List
Ithaca, NY

STRATEGIC ADVISORY & OPERATIONS DEVELOPMENT

Wilshire Hospitality
Managing Director

Fall 2008 – Present[^]

Most-recent representative consultancy engagements:

- Retained as a strategic hotel advisor for a prominent Charleston, SC-based developer to provide business plan support, operations development guidance and to administer a brand/operator/venture partner selection process for a ~\$100M+ luxury resort, branded residences + destination event venue, including: 72 keys, 30 for-sale units, multiple F&B outlets, and a 10k SF event center at Kiawah River – a 2,000-acre luxury lifestyle community (~1,200 total residential units, Phase I currently under development)
- Contracted as an Owner's Representative to coordinate departmental pre-opening critical path activities for The Blake, a new-build 80-key independent resort and spa in Taos Ski Valley, NM (*open: Feb 1, 2017*)
- Provided on-going operations development, brand/management strategy and corporate analytical support to a large Dallas-based vertically integrated real estate group for 3 proposed hotel-driven mixed-use projects totaling \$300M (515 total keys; Bentonville, AR – now under development; Charlotte, NC; Blue Ridge Mountains, NC)
- Partnered with a UK/Ibiza-based entertainment production company on the creation and launch of a new lifestyle brand with a leading Spanish-based hotel company via a 2-property Pilot Program (540 keys; Ibiza & Mallorca)

[^] Fall 2008 – Summer 2012, Spring 2014 – Winter 2019, Summer 2021 – Present

PREVIOUS EMPLOYMENT⁺

Vail Resorts, Inc.

Senior Director, Real Estate

Winter 2019 – Summer 2021

- Managed 3rd party developer and/or capital investment relationships, including buyer/investor selection process, LOI execution, PSA/HMA negotiation, development plan/municipal submission review, and financing/protection documentation, together with the coordination, alignment and enforcement of pre-/post-closing obligations across appropriate project stakeholder groups
- Oversaw strategic real estate divestment initiatives totaling over \$1B in project value, including entitled land for development, hotels and conference facilities, golf course/private membership club assets, and other ancillary/non-core or mountain-impacted property holdings

Gansevoort Hotel Group

Vice President, Acquisitions + Development

Fall 2012 – Spring 2014

- Identified strategic brand-management pipeline opportunities in key global gateway urban markets and distinct resort destinations
- Managed cross-functional teams in the preparation and execution of investor/developer presentations (feasibility, positioning, design, IRR, exit strategy), RFP responses, LOIs, management/operating contracts, financing documents, and other brand-driven growth initiatives for 70+ hotels in 17 countries (~7,850 keys)

+ full CV available upon request