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WORK EXPERIENCE

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ORGANIZED HEADINGS

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Hyatt | Chicago, Illinois  
Vice President – Real Estate and Development

July 2015 – Present

- CONSISTENT LISTING OF POSITION TITLES, LOCATIONS, & DATES

- Lead team of seven responsible for growth and development of full service and select service brands including Hyatt Place, Hyatt House, and Hyatt Centric across the Central and Midwest regions
  - Negotiate and execute over 45 franchise and management agreements for new hotel openings
  - Leverage relationships with hotel owners, investors, and industry contacts to source new deals
  - Prepare marketing materials for potential owners highlighting benefits of joining Hyatt network
  - Exceeded target for number of rooms in the pipeline for the region by over 20% each year
  - Represent Hyatt on panels at global industry events including ALIS, IHIF, and NYU conferences

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QUANTIFIES WHEN POSSIBLE

Wells Fargo | Chicago, Illinois  
Relationship Manager – Hospitality Finance Group

February 2010 – April 2013

- Secured over \$300 million in lending for new hotel developments (clients included private equity funds, public hotel companies, private investors, and institutional investors)
  - Prepared internal investment memoranda for new loan opportunities
  - Underwrote mezzanine, acquisition, and refinancing loans for hotels by preparing cash flow projections and conducting market analyses (competitive set, supply and demand, area economics)
  - Recommended appropriate financing structures and drafted term sheets
  - Identified client needs and potential opportunities for other Wells Fargo services

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SURFACES KEY POINTS

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Ernst and Young | Miami, Florida  
Senior – Transaction Advisory Services – Hospitality  
Staff – Transaction Advisory Services – Hospitality

September 2009 – February 2010  
August 2008 – September 2009

- IS CONCISE

- Wrote over 30 market analyses and feasibility studies for proposed hospitality projects including hotels, mixed-use developments, and resorts across North America and Latin America
  - Conducted discounted cash flow and other investment analyses
  - Developed Excel models for internal use that increased project efficiency by 20%
  - Assisted with city-wide strategic tourism planning for Latin American cities

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EDUCATION

University of Pennsylvania – The Wharton School | Philadelphia, Pennsylvania  
Master of Business Administration

INCORPORATES KEYWORDS NATURALLY

May 2015

- LISTS KEY EDUCATION

- GPA: 3.8; GMAT: 740
  - Relevant Coursework: Real Estate Finance - Investment and Analysis | Real Estate Development | Real Estate Entrepreneurship | International Real Estate Comparisons | Urban Real Estate Economics

Cornell University – School of Hotel Administration | Ithaca, New York  
Bachelor of Science in Hotel Administration

May 2008

- Minor in Real Estate
  - Ye Hosts Honorary Society, Dean’s List each semester

SKILLS AND ASSOCIATIONS

- ARGUS Software
  - Member of the Appraisal Institute

- Advanced Excel proficiency in financial modelling and VBA

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INCLUDES HARD SKILLS & INDUSTRY INVOLVEMENT

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PROFESSIONAL FORMAT & APPROPRIATE LENGTH