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## Career Summary

2012 – 2016	Chief Executive Officer	Banyan Tree Hotels & Resorts
2006 – 2012	VP Asset Management	Host Hotels & Resorts
2003 – 2006	VP & General Manager	Benchmark Hospitality International
1998 – 2003	VP Operations	Banyan Tree Hotels & Resorts
1984 – 1998	HM, GM, Regional Director	Sheraton Hotels & Resorts

## Career Details

### Banyan Tree Hotels & Resorts April 2012 - April 2016

#### **Chief Executive Officer**

Corporate Headquarters – Singapore

banyantree.com

As principal author and tactician of financial and growth strategies, directed overall organization with forty-two hotels in fifteen countries around the globe. Represented the company in various industry conferences through participation in industry discussions and speaking engagements. Established strong relationships with key stake holders and developers for management contracts.

angsana.com - cassia.com - dhawa.com

- Grew company revenues by 25% and achieved average EBITDA margin of 65%
- Managed organizational change to create results driven culture.
- Coordinated the launch of private equity fund in Mexico.
- Lead the launch of two new brands.

### Host Hotels & Resorts May 2006 - April 2012

#### **Vice President- Asset Management**

Corporate Headquarters, Bethesda – Maryland

hosthotels.com

Responsible for a portfolio of first class and luxury hotel assets ranging from 15 to 20 properties that total from 5,000 to 8,000 guest rooms and approximately \$700 to \$900 million in total asset value in the Americas and Asia. The key responsibilities include value preservation and enhancement of individual assets to maximize the value of the entire portfolio through development and implementation of short, intermediate and long-term strategies. Conduct due diligence during acquisition and develop exit strategies when appropriate. Ensure that property specific compliance requirements are completed including accounting and quarterly reporting of financial statements, requirements of ground lessors, third-party lender requirements, settlement agreements, local taxing and zoning authorities.

- Successfully negotiated ground leases for hotels.
- Achieved an average of 135% market share for the portfolio.
- Successful deployment of \$120 million in annual capital spend for the portfolio.
- Negotiated asset management agreement for a joint venture entity in Singapore.

### Benchmark Hospitality January 2003 - May 2006

#### **Vice President & General Manager**

Turtle Bay Resort – Oahu, Hawaii

turtlebayresort.com

Responsible for repositioning and complete operation of this full service, self-contained destination resort with golf, tennis, stables, spa facilities. Initiated and headed a destination group to market the North Shore as an



independent destination. Board member for North Shore Chamber of Commerce and served as an ambassador for the Windward Community College.

- Completed \$60m renovation and repositioning of the resort
- 35% average rate growth through market mix and rate positioning.
- Conde Nast Traveler Hot list for 2003
- Launch of residential product

## Skills

- Extensive domestic and international hospitality business expertise.
- A leader with the clarity of vision; tenacity to achieve clearly-set goals; passion for delivering the best quality product; and an innate sense of loyalty and responsibility towards all stakeholders. Lead teams through creativity, dedication with revitalization and alignment of business goals.
- Extensive experience in design and implementation of organization culture supporting balanced score card philosophy.
- Proven track record of strong working relationship with owners, developers and management teams to achieve various project completion and operational improvement.
- Strong strategic planning, preparation and implementation skills.
- Thrive handling multiple priorities while working under demanding conditions.
- Special aptitude for analytical problem solving, delivery system design and implementation through process mapping, evaluation and reengineering.
- Distinct talent for change management to excel the organization into exceeding its' goals.
- Active public-speaker with keen views on current issues confronting the travel and hospitality industry globally.
- Adjunct faculty member for Leadership in Hospitality program at Georgetown University School of Continuing Studies.

## Education & Training

- **Doctor of Business Administration in International Hotel & Tourism Management, *honoris causa***  
Johnson and Wales University – Providence, RI – 2014
- **Masters of Science - Real Estate**  
Johns Hopkins University – Baltimore, MD - 2012
- **Masters of Business Administration**  
University of Phoenix - San Diego, CA - 1993
- **Bachelor of Science, Food Service Management – *Cum Laude***  
Johnson and Wales University – Providence, RI - 1985
- **Bachelor of Science, Hotel, Restaurant and Institutional Management**  
Johnson and Wales University - Providence, RI - 1984
- **Associates in Science, Hotel Food and Beverage Management**  
Johnson and Wales University – Providence, RI - 1984
- **Associates in Science, Culinary Arts – *Magna Cum Laude***  
Johnson and Wales University - Providence, RI - 1982
- **Graduate Certificate – Finance**  
Johns Hopkins University – Baltimore, MD
- **Certificate - Real Estate, Development and Hotel Investment**  
Cornell University – Ithaca, NY
- **Certificate - Strategic Leadership**  
Center for Creative Leadership, Colorado Springs, CO