

Job Description

Position:

Vice President - Asset Management

Company Overview:

Rockbridge is an investment platform with nearly two decades of experience investing in real estate and operating companies. We've made over 200 investments in 38 states in transactions worth approximately \$5 billion. Through our deep in-house experience and strong relationships, we have delivered a long track record of attractive risk-adjusted returns across multiple cycles. For additional information about Rockbridge, visit www.rockbridgecapital.com.

DESCRIPTION OF POSITION

The VP Asset Management will be based in Columbus OH and oversee a group of both complex, full-service assets and select-service hotels representing the ownership group and working with third-party management partners to maximize each asset's full potential in the areas of revenue generation, net operating income, employee engagement, guest satisfaction, capital investment/planning and asset preservation. Maturity, strong financial acumen, superior communication and listening skills as well as knowledge of hotel operations are critical.

More specifically, the VP of Asset Management will:

- Demonstrate ability to act as an owner on a daily basis to achieve the goals of each investment
- Lead and execute the investment strategy and take ownership of how to best execute that strategy
- Deepen the relationships with Rockbridge's operating partners on each asset
- Proactively strengthen relationships across brands, capital partners and other deal constituents
- Thorough understanding of all factors affecting markets and submarkets and the impact on the portfolio including a strong understanding of demand generators, revenue management, sales process and yield strategies to maximize top-line performance
- Drive operating partners and hold them accountable in efforts to maximize profitability
- Identify and execute value enhancement opportunities
- Identify risks to the portfolio and lead efforts to mitigate such risks
- Develop and lead capital improvement projects that provide attractive returns on investment
- Regular property visits to proactively manage and facilitate strategy execution

Job Requirements:

The desired candidate will have a minimum of eight to ten years of broad experience in hotel real estate, and a minimum of a four-year degree in hotel management, or other finance related degree. Expertise in hotel operations, marketing, revenue maximization, strategic planning, budgeting, forecasting, and effective staff leadership and motivation are critical skills. A deep understanding of property-level cost issues is essential. Additionally, a strong working knowledge and experience with complicated capital improvement project management, to include: Product Improvement Plan implementation. Strong command of rebranding strategies and value-add initiatives is considered a major plus. Experience in a multi-unit/regional operations management role would be a plus.

ROCKBRIDGE

The desired candidate must be results oriented and hold the team and his/her self-accountable. The successful candidate will have strong business acumen and superior analytical skills. Experience analyzing market data and macro & micro economic trends is preferred. The candidate will have a reputation of exemplifying the highest standards of integrity, honesty and discretion. The individual should be highly confident of their abilities and be considered a detail-oriented person who can tackle numerous projects simultaneously. S/he must be a self-motivated, well-organized, and results-driven professional who leads by example. The candidate must possess excellent interpersonal and communication skills both internally as well with external constituents. S/he must be a creative problem solver and an implementer of ideas. Strong working knowledge of excel and other financial modeling techniques is a must.

Contact Information:

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