



Trinity Investments

Job Description: Asset Management Director

About the Company

Trinity Real Estate Investments LLC (“Trinity”) is a private real estate investment firm focused on value-add hotel and resort investments throughout North America. With considerable local expertise and a critical global perspective, Trinity covers the full spectrum of property investment, development, value-enhancing asset management, operations and repositioning, cross-border finance and tax strategies.

The firm is comprised of 23 investment professionals, including in-house asset management and development management teams, across offices in Honolulu, Hawaii, and Los Angeles, California. One of Trinity’s key differentiators is their management team, made up of tenured industry executives who average of 28+ years of investment experience and share a combined track record of investment and development management experience in hotels and resorts across 14 domestic states and 21 countries.

Initially formed in 1995, over its 25-year history Trinity has invested in approximately \$3.0 billion of global hotel and resort investments, totaling over 9,400 hotel keys. Current investments include: The Westin, Mau Resort & Spa Ka’anapali; Grande Lakes Orlando Resort, JW Marriott & The Ritz-Carlton; JW Marriott Desert Ridge Resort & Spa; and Hilton Los Cabos Beach & Golf Resort.

In Q3 2020, Trinity began fundraising for its first GP equity fund, Trinity GP Fund I, to invest in hospitality assets located throughout the United States. In June 2021, the Fund closed, oversubscribed with \$530 million raised. Since June, Trinity has continued to target full-service hotels (Upscale to Luxury chain scales) located in Top 25 U.S. Markets already making three deployments, including the W Hollywood in Los Angeles and the EAST Miami.

About the Position

Seeking a dedicated, professional and reliable individual to become an integral member of the Trinity Asset Management team. Trinity’s Asset Management team implements value-add, operational strategies and provides critical oversight of hotel financial performance in order to achieve the investment goals of the firm and investment partners. The five-person high-performing team is hands on and intimately involved in the dynamic, strategic and creative initiatives to enhance shareholder value.

The Director role will be primarily focused on overseeing all aspects of Trinity’s current investments and relationship with our investment partners, with secondary focus on working with the investments team through activities such as investment strategy and due diligence to ensure a smooth transition from acquisition to asset management. The position will be based out of the Los Angeles office and is supported by two associate-level positions. Travel will be approximately 30% of the time, mostly to Trinity’s owned hotels.

Responsibilities of the position include the following:

- Interacting with and managing relationships with external shareholders including investment partners and operators (20%)
- Analysis of hotel performance including recommendations and critiques for hotel management teams on all aspects of operations, sales, marketing, etc. (20%)
- Creating and reviewing financial models, reports, presentations, and investment memoranda for existing investments and investment partners (20%)
- Reviewing, negotiating, and generally supporting the execution of legal contracts, agreements, easements, etc. (20%)
- Reviewing the business plan and analyzing potential upside for new deals (20%)

Requirements and Qualifications

Strong candidates will demonstrate the following characteristics:

- Strong leadership skills with ability to motivate others to excellent performance.
- Collaborative approach and respectful relationship style with all colleagues.
- Assertive and professional management style with all external stakeholders including operator/brand partners, consultants, and all relevant Trinity Investment groups.
- Analytical, organizational, and problem-solving skills.
- Ability to multi-task and establish priorities in an environment constantly in flux.
- Ability to work under pressure and meet challenging deadlines.
- Excellent written and oral communication skills and must be able to write clearly and effectively and efficiently.

Bachelor's degree (or equivalent) or higher, with at least 8-12 years' experience in hospitality, real estate finance, investment banking, private equity or other related fields. Asset management-specific experience highly valued. The position will require a high degree of proficiency with Microsoft Office applications, including complex financial modeling through Excel, the preparation of Asset Management reports, action plans, commentary, and presentations using PowerPoint and Microsoft Word. The ideal candidate must possess excellent written and verbal communication skills and be a self-starter who thrives in an entrepreneurial environment. In addition, the ideal candidate should be detail-oriented with the ability to work independently as well as collaboratively.

For more information or to apply for the position contact Sam Sugarman: ssugarman@trinityinvestments.com