

OPPORTUNITY PROFILE

Vice President Asset Management
Mission Hill Hospitality, A KSL Company
Denver, Colorado

AETHOS CONTACT

Andrew Hazelton
Managing Director
AETHOS Consulting Group
Mbl: 215-527-0496
Email: ahazelton@aethoscg.com

Matt Peterson
Managing Director
AETHOS Consulting Group
Mbl: 310-469-2529
Email: mpeterson@aethoscg.com





DESCRIPTION OF COMPANY

MISSION HILL HOSPITALITY

A KSL COMPANY

Deep Hospitality Knowledge

Mission Hill Hospitality is the KSL Capital portfolio company launched to transform select service and extended stay hotel investing. KSL is a global leader in hospitality, travel, and leisure investing.

The Mission Hill team has decades of lodging experience, with a wide range of expertise across functions including operations, asset management, acquisitions, development, and capital markets.

Industry Advantage

Mission Hill's approach combines the benefits of KSL's world-leading, world-class hospitality model, with our seasoned team's broad relationships with owners, managers, premium brands, and developers, enabling us to create the highest quality asset portfolio.

Value Added

Mission Hill's value-add strategy seeks to maximize the performance of each investment while elevating the guest experience. By hand-picking assets in preferred markets across the country, we avoid inherent information asymmetry and premiums associated with acquiring a portfolio. Our disciplined approach to underwriting gives us the ability to secure outsized risk-adjusted returns.

For further information and details regarding the company, please visit their website at <https://www.missionhillhospitality.com/>



For more information please visit: <https://www.kslcapital.com/>





DESCRIPTION OF POSITION

The Vice President Asset Management will be a key member of KSL Capital's new platform, Mission Hill Hospitality, and a strategic member of its asset management team. As a member of the new 'high-growth' company, this individual will be responsible for working alongside the organization's operating partners to maximize portfolio/asset potential in the areas of strategic positioning, revenue management, capital investments and renovations, and with the selection of management company partners and property leadership teams. The position will be a highly visible role both at Mission Hill and KSL and the successful candidate will collaborate closely with all disciplines throughout the asset life-cycle. Leadership, strong financial acumen, superior communication and listening skills, as well as detailed knowledge of the hotel industry are critical.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Work collaboratively with the acquisitions team and operating partners to help drive the overall investment strategy for the new select-service platform.
- Assist the SVP in advancing best-in-class asset management systems and processes for the organization, ensuring continued scalability of those systems for future growth.
- Meet with hotel executive teams and operating partner leadership to review monthly operating performance. Guide, evaluate, and approve annual business plans and budgets, including capital budgets and longer-term strategic plans. Drive cost reduction and revenue enhancement initiatives.
- Provide feedback to Mission Hill's leadership on the performance of operating partners, service providers, vendors, and consultants, with the goal of maintaining strong relationships with best-in-class partnerships.
- Identify, execute, and track asset value enhancement opportunities at both the portfolio and asset level.
- Keep current on all trends affecting the hospitality industry, as well as the particular dynamics in the markets in which the assets are situated, including supply and demand changes and trends.
- Maintain in-depth industry knowledge of relevant purchase/sale transactions and general hospitality real estate related trends.
- Supervise contract compliance with respect to existing management and franchise agreements. Review all proposed property-related contracts for business content as well as potential conflicts with existing obligations.

REPORTING RELATIONSHIP

The VP Asset Management will report to Carmen Almos, SVP Asset Management for Mission Hill Hospitality.

PROFESSIONAL/PERSONAL QUALIFICATIONS

The successful candidate will be a strategic, creative, energetic, and thoughtful leader with broad investment skills, capable of immediately assuming responsibility over a portfolio of hotels. This person will have obvious leadership skills, with a track record of quickly establishing trust and rapport with colleagues and partners as this will be a critical hire for the organization's new platform.

Detailed qualifications include but are not limited to:





- Undergraduate degree with preferred course curriculum focused on finance, business, real estate and/or hospitality. MBA strongly preferred.
- Five to eight years of broad experience in hotel real estate, with at least five years of asset management or similar portfolio level experience.
- Strong working knowledge, and experience strategically developing best-in-class asset management systems to achieve optimal portfolio/asset value creation.
- Expertise in hotel operations, revenue management, marketing, strategic planning, budgeting, forecasting, and effective staff leadership and motivation.
- Deep understanding and strong instincts of overseeing portfolio and property- level financial statements and cost management.
- Understanding of major hotel brand systems, selling/revenue management strategies and experience with brand compliance.
- Diligence and relentless tenacity to identify and implement best practices to optimize results.

The individual will have strong business acumen and superior financial skills. Experience analyzing market data and macro- and 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.

COMPENSATION

The compensation package includes a base salary, annual bonus, and long-term incentive program commensurate with experience. Relocation will be provided as required.

