

# JAMES SMITH

250 City Road  
London, EC1V 2QQ

james.smith@gmail.com  
+44 (0)7446 123456

## WORK EXPERIENCE

### Marriott | London

*Regional Vice President – Real Estate and Development*

*September 2015 – Present*

- Lead team of seven responsible for growth and development of full service and select service brands including Marriott, Sheraton, Moxy, Courtyard by Marriott and AC Hotels across EMEA
- 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 the Marriott network
- Exceeded target for number of rooms in the pipeline for the region by over 20% each year
- Represent Marriott on panels at global industry events including ALIS, IHIF and NYU conferences

### Barclays Bank UK PLC | London

*Relationship Manager – Hospitality Finance Group*

*February 2010 – August 2014*

- 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 across EMEA
- Underwrote mezzanine, acquisition and refinancing loans for hotels by preparing cash flow projections and conducting comprehensive 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 Barclays services

### Ernst and Young LLP | New York

*Senior – Transaction Advisory Services – Hospitality*

*September 2009-February 2010*

*Staff – Transaction Advisory Services – Hospitality*

*August 2008-September 2009*

- 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

## EDUCATION

### The London School of Economics and Political Science | London

*Master of Science in Real Estate Economics and Finance*

*2015*

- Relevant Coursework: Real Estate Finance | Applied Urban and Regional Economics | Corporate Finance and Asset Markets | Real Property Market Practice
- Graduated with Distinction

### University of Warwick | Coventry

*Bachelor of Science in Economics, Politics and International Studies*

*2012*

- Specialisation in Economics

## SKILLS AND PROFESSIONAL ASSOCIATIONS

- ARGUS Software
- Member of the Royal Institution of Chartered Surveyors
- Advanced Excel proficiency in financial modelling and VBA