

# JAMES SMITH

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## WORK EXPERIENCE

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### **Hyatt** | Chicago, Illinois

*Vice President – Real Estate and Development*

*July 2015 – Present*

- Lead team of seven responsible for growth and development of full service and select service brands including Hyatt Place, Hyatt House, and Hyatt Centric across the Central and Midwest regions
- 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 Hyatt network
- Exceeded target for number of rooms in the pipeline for the region by over 20% each year
- Represent Hyatt on panels at global industry events including ALIS, IHIF, and NYU conferences

### **Wells Fargo** | Chicago, Illinois

*Relationship Manager – Hospitality Finance Group*

*February 2010 – April 2013*

- 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
- Underwrote mezzanine, acquisition, and refinancing loans for hotels by preparing cash flow projections and conducting 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 Wells Fargo services

### **Ernst and Young** | Miami, Florida

*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

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## EDUCATION

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### **University of Pennsylvania – The Wharton School** | Philadelphia, Pennsylvania

*Master of Business Administration*

*May 2015*

- **GPA: 3.8; GMAT: 740**
- Relevant Coursework: Real Estate Finance - Investment and Analysis | Real Estate Development | Real Estate Entrepreneurship | International Real Estate Comparisons | Urban Real Estate Economics

### **Cornell University – School of Hotel Administration** | Ithaca, New York

*Bachelor of Science in Hotel Administration*

*May 2008*

- Minor in Real Estate
- Ye Hosts Honorary Society, Dean's List each semester

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## RELEVANT SKILLS,

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- ARGUS Software
- Advanced Excel proficiency in financial modelling and VBA
- Member of the Appraisal Institute