

## **Senior Associate, Real Estate American Hotel Income Properties REIT LP**

### **Position Summary**

American Hotel Income Properties REIT LP (“AHIP”) owns 78 premium branded, select-service hotels in secondary US markets. Led by an experienced management team comprised of proven hotel industry leaders, including award-winning entrepreneurs and executives, AHIP has consistently delivered high yields for our investors, while achieving exponential growth of our portfolio.

Reporting to the Managing Director, Real Estate, the Senior Associate, Real Estate is an integral part of the real estate investment function at AHIP. Responsibilities include the following:

#### **Investments/Transactions**

- Support CEO, CIO, and/or Managing Director, Real Estate on acquisition and disposition activity including due diligence efforts and negotiation of legal documents
- Underwrite hotels or portfolios of hotels
- Model complex deal structures including JVs, waterfalls, promotes, and M&A
- Prepare investment committee decks
- Review property reports and information received during asset tours to assess property condition
- Conduct market research, analyze market position, and help determine strengths and weaknesses of a hotel in relation to its competitors and demand generators
- Complete ROI analyses such as the return from renovations, re-brandings, etc.
- Prepare hold / sell analyses

#### **Capital Markets**

- Develop/maintain company model to support business planning, company valuation & FFO estimates, and accretion/dilution M&A analysis
- Support CFO and/or Managing Director on debt or equity fundraising efforts
- Provide analysis as required for investor relations or corporate analytics (including analysis of peers)

#### **Asset Management**

- Lead or support key initiatives including property tax appeals, capital expenditures, ROI initiatives, ESG, leasing, insurance claims, and other matters
- Conduct calls with 3<sup>rd</sup> party managers and franchisors; negotiate with these stakeholders as necessary and look out for AHIP’s interests
- Prepare and analyze financial reporting every month and every quarter; identify key conclusions that are actionable and financially impactful
- Develop advanced, nimble benchmarking tools to help improve operational performance
- Assist with annual property business planning and budget process
- Monitor ongoing capital expenditures; assist with annual capital planning
- Identify opportunities to improve hotel operations such as guest satisfaction by working closely AHIP’s 3<sup>rd</sup> party operators
- Assist with legal documentation including franchise and management agreements

## **Job Prerequisites**

- University Degree in Finance, Real Estate, Hospitality, or Economics
- At least 5 years' relevant experience
- Investment banking experience
- Experience working for a hospitality real estate investment company
- Advanced understanding of hotel profit-and-loss statements and balance sheets
- Understanding of public company financials including balance sheet, income statement, and statement of cash flows
- Familiarity with public company ratios including leverage and liquidity ratios
- Experience in underwriting hospitality real estate including limited-service hotels, full-service hotels, and extended stay / serviced apartment product
- Experience in underwriting hospitality real estate in a wide variety of jurisdictions
- Experience in negotiating contracts and other legal documents
- Ability to use tech tools such as Microsoft Office, Google Suite, Jupyter, Tableau, and Pipedrive
- Advanced Excel modeling skills, able to handle complex real estate deals including JV waterfalls/promotes and M&A deals
- Knowledge of hotel operations and jargon such as RevPAR, GDS, STR, etc.
- Ability to handle vast amounts of data for benchmarking and analysis purposes
- CFA Charterholder or Level III candidate a plus

## **Additional Information**

- Employer – AHIP Management Ltd.
- Location – 800–925 West Georgia St., Vancouver BC V6C 3L2
- Permanent, fulltime employment
- Language of work – English
- Salary - \$135,000 per year
- Benefits – \$7,000 Moving expense; 3 weeks vacation; Extended health and benefit plan; Discretionary bonus plan up to 25% of annual salary; Unit purchase matching plan; Industry memberships.
- Please forward cover letter and resume with proof of qualifications to [echang@ahipreit.com](mailto:echang@ahipreit.com)