



Director, Asset Management American Hotel Income Properties

Position Summary

American Hotel Income Properties ("AHIP") is a TSX-listed limited partnership that owns a portfolio of 77 premium branded, select-service hotels located in 50 separate markets across the United States. AHIP is seeking to hire a Director, Asset Management. The successful candidate will report to the Managing Director, Real Estate. The position may be based anywhere in Canada or the US, with a preference for Vancouver BC, Dallas TX, or Phoenix AZ.

The Director, Asset Management will be responsible for the following tasks:

- Complete asset management visits to AHIP hotels on a regular basis; meet with property-level teams to discuss asset strategy and unlock value
- Conduct regular strategy calls with third party manager to enhance portfolio performance, including in areas such as forecasting, flowthrough, sales & marketing, and revenue management
- Accumulate market knowledge including future demand drivers and supply risk
- Review hotel revenue, expense, and guest-service performance; benchmark AHIP performance against external data sources to identify opportunities
- Maintain franchise relationships; negotiate franchise agreements and property improvement plans as necessary
- Oversee property tax mandate, which includes working with external consultants on appeals
- Oversee / implement ESG program and ROI initiatives
- Prepare and implement annual CapEx plan
- Maintain up-to-date knowledge of ever-changing brand standards
- Generate unique ideas to unlock value in the portfolio
- Prepare hotel asset management plans; participate in hold / sell / rebrand decision-making
- Oversee the preparation of financial reporting every month and quarter; identify key conclusions that are actionable and financially impactful; implement strategies with third party manager
- Oversee annual business planning and budgeting process
- Assist Acquisitions team with underwriting of new deals by providing market insights
- Negotiate contracts and leases as needed
- Travel frequently to visit AHIP assets and markets

Job Prerequisites

- University Degree in Business, Hospitality, Real Estate, Finance, or similar
- 5-10 years' relevant experience in hospitality and real estate
- Experience in a senior-level hotel operational or asset management position preferred
- Effective communication skills
- Advanced MS Office skills