



Seeking Candidate for VP of Business Development Nihi Hotels

Overview

Nihi Hotels debuted in 2015 and swiftly earned the coveted title of #1 Hotel in the World by Travel + Leisure magazine for its Indonesian island resort, Nihi Sumba, in both 2016 and 2017. Nihi Sumba captured the adventurous spirit of travelers seeking a new kind of experience: culturally immersive, purpose-driven, and with an unlimited freedom to explore. Nihi Sumba balances creative itineraries and detailed touches with exposure to a rare, pure island and its native communities, simultaneously promoting and preserving the lush landscape and time-honored rituals of a bygone era. We are a philanthropic resort aligned with the Sumba Foundation to provide humanitarian aid to the villages on our island.

Opportunity

Nihi Sumba's proverb, "On the edge of wildness," is one that can be applied to particular corners of the world, articulating luxury moments that are embedded into some of nature's best and unspoiled work. It is this opportunity that has inspired us in search of the next Nihi adventure. We are recruiting a talented professional to join our business development team and assist in the exciting, yet attentive expansion of our carefully curated brand. The VP of Business Development can make a direct impact on the growth of Nihi Hotels, carrying forth our award-winning service, design, activities, and cause-related travel.

Role Description

** Must have hospitality/hotel experience in a similar role and be an enthusiastic go-getter**

Regional Responsibility – The Americas (North, Central and South America).
Location Base – Preferred New York, or alternatively Miami

The VP of Business Development will be a key member of the senior management team that contributes to the growth of the Nihi Hotel portfolio with a principal focus on acquiring management contracts, either through existing operating hotels, conversion of existing assets, and ground-up construction development projects. This position will have the proven ability to source and manage its own opportunities and deal flow and work a deal from introduction to close. This individual may also assist with deals originated by others and have proven excellent business relationships and partnerships with key industry stakeholders. The candidate will work very closely with the co-founders Chris Burch and James McBride, who will also provide both introductions to be pursued, as well as ongoing guidance and direction. Specific areas of responsibility include forming strategic alliances, negotiating partnerships and significantly growing the NIHI hotel portfolio through incremental and individual industry relationships, with the ultimate objective of winning new hotel management contracts. In summary:

- Identify new hotel management opportunities
- Identify new sources of equity/capital who may want to participate on individual property developments or refurbishments
- Oversee all aspects of analyzing and assessing management opportunities assigned by Executive Team
- Lead the negotiation and due diligence process for all the above
- Negotiate and structure term sheets for management agreements.
- Additional company point of contact for brokers and others for sourcing potential management opportunities, acquisitions/deals
- Develop and maintain excellent industry and capital markets relationships
- Attend major industry conferences
- Develop and maintain individual key strategic partner network for new business

Specific Job Knowledge, Skills And Abilities

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. The individual must possess the following knowledge, skills and abilities and be able to explain and demonstrate that he or she can perform the essential functions of the job, with or without reasonable accommodation, using some other combination of knowledge, skills, and abilities.

- Contact property owners, developers, capital partners, servicers, lenders, private equity funds, REIT's and any other sources in seeking out management opportunities
- Make contact with the various franchisors for management, acquisition, and new development opportunities, both value add and stabilized assets
- Generate incremental fee income through the following sources:
 - Management Fees
 - Technical Services and Pre-Opening Fee
 - Development Fees
 - Other Consulting Fees
- Expand our ability to manage hotels
- Modeling and financial analysis of due diligence information to include but not limited to detailed financials, STR Reports, PIP, and Market Data.

Qualification Standards

Education:

- Bachelor's degree from a four year college or university with a degree in business or other relevant major. MBA preferred.

Experience:

- Hospitality industry experience either corporate/ regional or on property.
- Experience in negotiating LOI and Term Sheet Agreements for new management opportunities, as well as in depth experience in subsequent Binding Agreements
- Experience in the lodging industry to encompass one or more of the following: business development, operations experience or operational understanding of full-service or resort hotels
- Proven successful experience in a similar role/environment
- Fluent in English, Spanish and or secondary language competency preferred

For serious inquiries contact:

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