

Resume is not for distribution

HEINZ STIEHL

QUALIFICATIONS SUMMARY

International hospitality executive with extensive experience in Europe Asia, Pacific Rim, Africa, North and South America. Especially skilled at bringing disparate groups together. Known for ability to turn around financially failing situations. Skilled at developing and maintaining owner relations in a variety of cultures. Known for making and implementing difficult decisions. Fluent English & German.

PROFESSIONAL EXPERIENCE

RENAISSANCE HOTELS AND RESORTS , Cleveland, Ohio	1990-1997
<u>Senior Vice President, Operations the Americas</u>	1994-1997
<u>Senior Vice President/Managing Director, Europe</u>	1992-1994
<u>Senior Vice President, Asia</u>	1990-1992

Directed the operations of up to 120 luxury hotels and managed budgets up to \$850 million in Asia, Europe, Caribbean, North and South America. Negotiated franchise and management agreements. Developed and opened new properties. Supervised operations, marketing, development, human resource, finance managers, and attorneys.

- Reorganized region from five regional vice presidents to two senior vice presidents. Improved efficiency and quality of operations, increasing profit by 10% over previous year.
- Eliminated corporate subsidies in European Region within one year of taking over supervision of region. Results achieved through renegotiating vendor agreements and employee compensation plans, restructuring staffing and scheduling guidelines, and developing new properties.
- Collected \$4 million in unpaid management and franchise fees in Asia region. Reversed negative owner/franchise relations and developed ongoing positive relations.
- Restructured Asia region to improve communications and owner relations. Increased profits by 14% and reduced customer complaints by 50%.

CAPITAL MANAGEMENT AND DEVELOPMENT , Washington, D.C.	1985-1990
<u>President</u>	

Managed all aspects of \$70 million hotel and restaurant company. Developed and opened 15 restaurants in four different concepts. Negotiated leases.

- Hired and developed management team to support growth from 6 to 21 hotels/restaurants.
- Recommended and supervised divestiture of Paris property resulting in improved supervision of existing properties and greater ability to expand in the United States.

HOTEL PROPERTIES OF AMERICA, Stamford, Connecticut
Senior Vice President**1983-1985**

Co-founder and senior operations executive of \$105 million hotel management company. Supervised 18 Hilton, Ramada, Sheraton, and Quality properties throughout the United States.

- Supervised refurbishment of acquired properties and repositioned restaurants increasing occupancy by 3 %, sales by 10% and profits by 8 %.

RAMADA INNS INC., Phoenix, Arizona
Divisional Vice President, Eastern Division
Group Vice President, Renaissance Division
Executive Vice President, Canada**1979-1983**
1982-1983
1980-1982
1979-1980

Developed and directed operations of 45 properties with sales of \$155 million. Developed and implemented Renaissance luxury concept.

BROCK HOTELS, Dallas, Texas
Regional Manager Midwest**1976-1979****MARRIOTT CORPORATION**, Washington, D.C.
District Manager**1972-1976****EDUCATION**

A.A., Business Management, Goerres Gymnasium, Germany
Certificate, Hotel Management, Hotel Schladt, Austria