

# ALAN HOWE

---

4052 Hazelton Etna Road, Pataskala, Ohio 43062 • (614) 371-5006 • ahowe315@gmail.com

## Professional Summary

Experienced Multi-Property Manager with over 35 years of experience in Hotel Industry. Excellent reputation for resolving problems, improving customer satisfaction, Team Member Satisfaction and driving overall operational improvements. Consistently saved costs while increasing profits.

## Skills

- Hotel operations
- Customer service professional
- Service focused
- Customer service and engagement
- Team Building
- Budgeting
- Cost Controls
- Capital Planning and Improvement

## Work History

**Vice President Hotel Division, 12/2012 to 10/2016**

**Olshan Properties – New York, NY**

- Oversee Operations of Five Hotels, Three Brands (Hilton, Marriott, Sheraton) in four states.
- Emphasis on all P&L areas, Team Member Satisfaction, and Customer Satisfaction (top 10% of Brand)
- Analyze and underwrite any potential new acquisitions.
- Developed and implemented Standard Operating Practices.
- Team Building Development and Succession.
- Developed operating Budgets
- Implemented preventive maintenance programs.
- Developed and implemented all Capital Improvements

**General Manager/Regional Director, 05/1999 to 11/2012**

**Olshan Hotel Management Inc. – Marco Island, FL**

- Led Opening teams of three hotels (Hilton Columbus at Easton, 313 Rooms, Residence Inn Columbus at Easton 120 Rooms, Courtyard by Marriott 126 Rooms)
- Total P&L responsibility
- Hire, train, and supervise all Management and Team Members (375+)
- Set goals, and annual budgets.

- Developed and implemented all Capital Improvements.

**General Manager, 05/1990 to 04/1999**

**Olshan Hotel Management Inc. – Marco Island, FL**

- Responsible for All Operations of the Holiday Inn Fair Oaks, Fairfax, VA, 312 Rooms (Later converted to the Marriott Fair Oaks).
- Capital Planning, Budgeting, Implementation
- Supervise Renovations
- Build Team and Develop Staff

**Director Of Food And Beverage, 02/1988 to 04/1990**

**Olshan Hotel Management Inc – Marco Island, FL**

- Responsible for the Food and Beverage Operations of the Four Diamond Hilton Marco Island Beach Resort and Spa
- Team Hiring and Development
- Budgeting
- Sales
- Team Member Satisfaction
- Guest Satisfaction

## **Education**

**Bachelor of Science: Hotel Administration, 1990**

**Cornell University - Ithaca, NY**

**Associate of Applied Science: Hotel Technology, 1977**

**State University of New York At Canton - Canton, NY**

## **Affiliations**

President, Chairman and Board Member Ohio Hotel and Lodging Association

Hospitality Advisory Board, The Ohio State University

Hospitality Advisory Board, Columbus State University

President Greater Columbus Soap Box Derby

Board Member Experience Columbus

Member Greater Columbus Lodging Council

Board Member, Rally Commissioner International Soap Box Derby