

## Chief Financial Officer

American Hotel Income Properties REIT

*To access full Executive Brief, including contact information, click [here](#).*

### Candidate Profile: Chief Financial Officer

**Experience:** A progressive, business-oriented CFO/SVP/VP Finance with very strong corporate finance and capital markets experience. Understands how to source, structure, and negotiate complex financing arrangements and how to build credibility and trust with analysts and sophisticated institutional investors. Specific real estate experience, public company, M&A and cross-border experience will be a significant asset. Specific accounting expertise would be beneficial but most critical is understanding the regulatory and reporting requirements of a publicly traded REIT and the ability to support the CEO and Board in fulfilling their fiduciary responsibility to shareholders.

**Financial Expertise:** Strong financing, tax, treasury, and investment expertise. Has a superior level of overall financial literacy, acumen, and fluency in the nuances of presenting and negotiating financial concepts and legal agreements. Demonstrates a high-level understanding of financial strategies and structures that support an aggressive M&A mandate. Solid understanding of cross-border tax, accounting, and reporting issues affecting a cross-border REIT.

**Strategic:** A highly strategic business leader who thinks in broad business terms and makes decisions within the framework of the organization's strategic intent. Considers future impact when weighing decisions and understands the factors influencing strategy. Understands that the strategic value of a CFO goes beyond reporting and efficient financial operations.

**Business Acumen:** Understands the corporate strategy and makes decisions and recommendations that deliver value and drive shareholder value. Able to apply this business acumen and creativity to identify opportunities in the market. Provides superior analysis and recommendations on a broad range of business, financial, strategic, and operational issues. A critical thinker and problem solver who is solutions-driven when looking at transactions and financing structures. Quickly learns the market and commercial environment and is opportunistic about continually driving value from the company's assets and relationships. A strong negotiator.

**Leadership:** A natural, highly collaborative leader who supports a culture of responsibility, entrepreneurialism, and accountability. Committed to creating a workplace that attracts, develops, and retains high-potential talent. Leads change and innovation, demonstrates resiliency, and can lead organizational change that supports growth and financial performance. Serves as a role model for leadership behavior.

**Relationship Skills:** A track record of establishing and maintaining productive relationships with internal and external stakeholder including the Board, investors, bankers, analysts, strategic partners, and service providers. Proven ability to challenge the status quo. Devotes appropriate time and energy to establishing and maintaining networks. Internally, can engage people across the organization to foster buy-in to new ideas and concepts; externally, is an effective and credible representative of the organization.

**Communication:** An authentic and articulate communicator with high levels of emotional intelligence. Demonstrates an ability to adjust their communication style to suit different audiences. Ensures open, honest, and consistent communication of relevant information to the team and stakeholders. Able to present and explain complex financial information in a clear and concise manner and based on fact, which, in turn, supports informed decision-making.

**Style:** Highly adaptable and entrepreneurial. Brings convictions around their ideas and not afraid to put forward their opinions but also flexible enough to adapt when the situation changes, or a decision has been made. A self-starter who can prioritize effectively, multitask, and meet an array of deliverables and deadlines. Committed to the highest standard of corporate governance. Works with the highest ethical standards and demonstrates an uncompromising sense of integrity. Is genuine, honest, humble, and respectful.

**Education:** A degree in commerce/business/finance or a related field. A postgraduate degree (MBA, CFA or CBV) or professional accounting designation (CPA) is a definite asset.