

POSITION OVERVIEW

HYATT PLACE® & HYATT SUMMERFIELD SUITES™ VICE PRESIDENT - SALES, SELECT SERVICE BRANDS POSITION



Hyatt's mission is to provide authentic hospitality. To make a difference in the lives of those we "touch" everyday – that is our definition of hospitality. We do this in an environment that respects all people and all ideas. We also do it in an efficient way that leads to superior results. Hyatt's goals are simple....we aspire to be the preferred brand in each of the segments we serve: Associates, Guests and Owners

HYATT PLACE®, A NEW KIND OF HYATT DESIGNED AROUND YOU.

Designed for the busy lifestyle of today's multi-tasking business traveler, Hyatt Place features a selected range of services aimed at providing casual hospitality in a well-designed, high-tech and contemporary environment. Property sizes range from 125 to 200 rooms and are located in urban, airport and suburban areas. Signature features of Hyatt Place include The Gallery, which offers a coffee and wine bar; a 24 hours a day, seven days a week guest kitchen with freshly prepared snacks and entrees, and daily complimentary continental breakfast. Hyatt Place guests are business travelers as well as families. Hyatt Place properties are also well suited to serve small corporate meetings.

Spacious guestrooms feature a 42" flat-panel HDTV that can be viewed from the Cozy Corner oversized sofa-sleeper or the plush Hyatt Grand Bed™. Complimentary Wi-Fi is available throughout the hotel.

[Download Hyatt Place Fact Sheet](#)

EXPERIENCE HYATT® HOSPITALITY AT HYATT SUMMERFIELD SUITES™

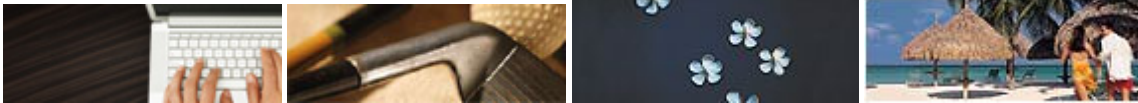
Hyatt has reinvented the all-suites hotel with new design and amenities more in step with today's travelers. You'll find free high-speed Internet, complimentary full breakfast and Evening Social, plus the convenience of a full kitchen.

Guests enjoy innovative food and beverage options at the daily complimentary breakfast and the complimentary Evening Social that takes place Monday through Thursday. A Guest Market offers a variety of snacks, upscale frozen entrees and grocery items that can be used to prepare meals in your suite. Guests can also take advantage of our complimentary grocery shopping service.

At Hyatt Summerfield Suites you can stay fit and have fun at our Stay Fit® Fitness Center, pool and recreational areas. Grab snacks at our 24-hour Guest Market. Or, if you want to grill on the outdoor BBQ pit, just give us your list for complimentary grocery shopping service. Plus, laundry facilities and dry cleaning service are also available.

Hyatt Summerfield Suites provides free high-speed Internet access and voicemail in its guest suites. Download documents, search websites and access email with connections that are fast, secure and reliable.

[Download Hyatt Summerfield Suites Fact Sheet](#)



POSITION SUMMARY

The Vice President of Sales has direct responsibility for the revenue performance of Hyatt's two new Select Service brands, Hyatt Place and Hyatt Summerfield Suites. Revenue performance includes annual revenue forecast or budget achievement as well as market share growth versus designated market competitive sets.

Currently the VP Sales, Select Brands has a staff of regional Vice Presidents divided geographically to cover approximately 30 hotels each. Remaining support is included within Hyatt's Corporate Sales group for all brands....this includes training, compensation, communication, analytics, and technology. Select brands are supported by Hyatt's Worldwide Sales Force handling the key global accounts for all brands.

Reports To: Senior Vice President – Revenue for Hyatt Hotels and Resorts with a dotted line reporting to the Global Head of Select Service brands

IDEAL BACKGROUND AND SKILL SET DESIRED

- Ideal candidate must have Select Service sales experience managing multiple units and multiple brands for both managed and franchised assets. Franchise owner relations experience is very important since the future growth of these brands will be more franchised than managed.

EDUCATIONAL REQUIREMENTS

- Four year college degree; preferably in a Hospitality or Business related study

CORE CHARACTERISTICS & PERSONALITY TRAITS REQUIRED

- Important attributes include excellent communication skills, results oriented mentality, the ability to work with others to get things done, team player, motivator and be driven to succeed.
- Associates should possess characteristics aligned with our core company values - mutual respect, intellectual honesty, humility, fun, creativity and innovation.

ESSENTIAL DUTIES & RESPONSIBILITIES

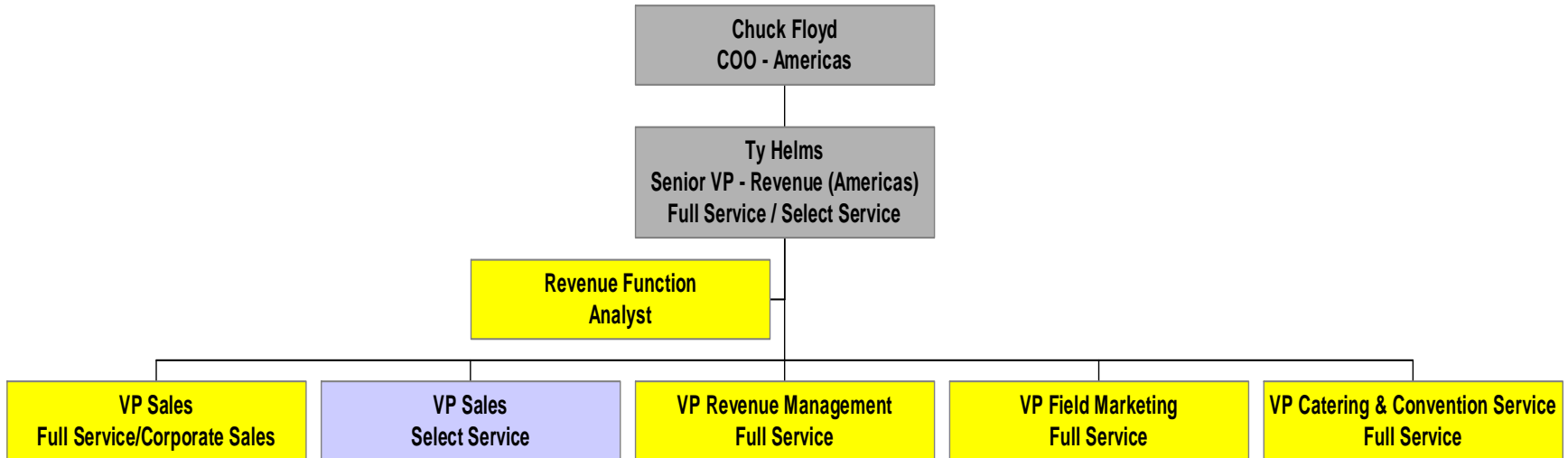
- Property level revenue support and direction
- Proactive revenue generation tactics
- Collaborative effort with Revenue Management and Marketing for the Select Brands
- Collaborative effort with Full Service sales team
- Sales recruiting and training
- New opening hotel support
- Owner relations (franchise and managed)
- Regional sales team management
- Management of Hyatt branded resources
- NAF (National Advertising Fund) budget management

If interested in this position please respond to the following SearchWide™ Executive:

Mike Gamble, President and CEO, SearchWide™
Email: gamble@searchwide.com or Phone: 888-386-6390
On the Web: www.searchwide.com

HYATT[®]

Revenue Function



Select Service VP is responsible for all sales, revenue generation and market share growth for the Hyatt Place and Summerfield Suites brands currently located only in North America, but international expansion is on the near horizon.

The position has direct reporting responsibility to Ty Helms, but a dotted line also exists to Gary Dollens Hyatt's Global Head of Franchise and Select Service brands