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Team Building* Strategic Operations * Business Development *Tourism Advocacy **Core Competencies**

- *Develop strong partnerships with Internal and External Clients*
- *Maximum marketing and sales performance*
- *Promote strong Customer Service centric cultures*
- *Innovative Food and Beverage Management / Operations*
- *extreme proficiency in accounting and finance management*

PROFESSIONAL EXPERIENCE

AIL Hospitality Group October 2025 – Rockville Ramada by Wyndham and Sleep Inn Rockville Complex General Manager

Ramada-I was able to secure a large group of 70 rooms a night for 65 nights over the summer, increasing past years' occupancy by 50% (for the same time frame) without sacrificing ADR.
Sleep Inn – worked with Hilton on Property Improvement Planner and completed necessary tasks to get property ready for conversion from Sleep Inn to Spark by Hilton. Worked with severalGeneral Contractors and 3rd party vendors obtaining proposals for every aspect of the conversion.

Plamondon Hospitality Partners July 2022 – June 2025 General Manager Homewood Suites by Hilton Frederick MD

Responsible for building and leading a team for future success in all areas of sales and operations. Scored 94% in our latest annual Employee Engagement survey. Ranked top 20% of Homewood Suites brand.

HEI Hotel Group May 2021-June 2022 General Manager Embassy Suites Chevy Chase Pavilion

Upon arrival at the hotel, all management positions in the hotel were vacant except for the Accounting Manager. I recruited, hired and trained, the following positions: Executive Housekeeper, Chief Engineer, Executive Chef, Sales Manager, and Front Office Manager. I also opened our food and beverage outlets after being shut down for 17 months. Won the Embassy Suites most improved service scores for the year.

Triple Crown Construction Sep 2020 – April 2021 Director of Business Development

Responsible for sales pipeline from lead generation to initial contact to close including necessary tools and marketing materials to identify prospects and articulate their unique value proposition for Hospitality and Restaurant Construction throughout the East Coast.

Plamondon Hospitality Partners Jan 2020 – April 2020 Consultant Home2 Suites by Hilton and Homewood Suites by Hilton Frederick MD Brought in as Acting General Manager of the Home2 Suites by Hilton in Frederick. Hired and on-boarded new General Manager. I then stepped into the role of Area Director of Sales and Marketing for the Home2 Suites and Homewood Suites by Hilton. Due to Covid 19, the Home2 Suites was temporarily closed.

BF Saul, Hospitality Division June 2014- Nov 2019 Area General Manager Holiday Inn Gaithersburg *(301 rooms $3.5 million F&B sales)* TownePlace Suites Gaithersburg and Holiday Inn Express Germantown

Changed culture from silos to ONE TEAM philosophy by hiring and mentoring a team of highly skilled hospitality professionals. Had a turnover percentage of 24% in 2017 (lowest in the BF Saul portfolio). Promoted 13 team members to management positions.
In 2015, a new piece of Government business worth $500,000; in 2018 won the contract to become the housing hotel for the NIST summer College intern program valued at $400,000. Converted an onsite restaurant to social catering space increasing revenues by 50%. Completely renovated 2nd restaurant working with a design team to create a new farm to table concept, Harvest Plates and Pints. We were very successful in our community, and we were featured on FOX5 News.

ARAMARK Business and Industry Division Sep 2011-May 2014 (Conference Centers and Premium Catering)
Resident District Manager *($8 million F&B)*
National Conference Center, Leesburg, Virginia (917 sleeping rooms 265,000 sq ft. meeting space)
Worked with the sales team to diversify and realign entire sales effort. Co-wrote marketing plan to ensure it was truly a working document, resulting in increased sales across each market segment. Analyzed all expenses per department and reengineered 2014 budget ensuring efficient operations as well as positive return on investment in all sales and marketing efforts.
Howard Hughes Medical Institute, Janelia Farm, Ashburn Virginia and Chevy Chase Maryland Oversaw all housing and food and beverage operations at the Janelia Farm, Ashburn VA location, as well as all the accounting reporting functions for both Janelia and HHMI Headquarters **1st & Fresh Catering**
Washington DC
Brought in 7 new accounts accounting for a 35% increase in new account sales
Lowered food cost by 2% thru best practices (portion control, waste and inventory controls) **National Labor College - Kirkland Conference Center – Silver Spring, MD**
Instrumental in obtaining new business contracts amounting to $1,500,000 (accounting for more than one fourth of the total revenue budget).
Strengthened relationships with clients, worked with 3 different Unions increasing efficiencies and cooperation.
Realigned the management team for improved operations; tasks included hiring a Director of Sales and Marketing, Food and Beverage Director, and a Controller.
OTO Development
Hampton Inn and Suites, National Harbor, Maryland Nov 2009-Sep 2011 General Manager
Improved Customer Service Ranking from bottom 10% of the Hampton Brand, to top 20% (out of 1825 hotels) through defining and implementing a customer service culture throughout the hotel. Produced a 55% Gross Operating Profit on revenues of $6,770,000.
Paramount Hotel Group
Radisson Hotel-Largo/Washington DC Jun 2006-Nov 2009 General Manager
Produced over 90% flow thru to GOP, during a slow economy with 12% below normal revenue. Increased hotels position on the STAR report from 88% RevPar index to 96%
Thru interactive team building and customer service engagement created a positive and proactive leadership team resulting in a cultural change throughout the hotel, where all employees were focused on 100% guest satisfaction

EDUCATION

- Adjunct Professor Prince Georges County Community College 2007
- Montgomery College - Rockville, MD

COMMUNITY AND CIVIC ORGANIZATIONS

- Past Chairman of the Board-Visit Montgomery Board of Directors
- Former Vice President of the Maryland Hotel Lodging Association 2006 thru 2020
- Former Chairman of the Board Maryland Tourism Education Foundation
- Former member Maryland Governor Larry Hogan's Tourism Recovery Task Force
- Former Board Member American Hotel Lodging Association State of Maryland Representative

INDUSTRY AWARDS

- Advocacy Award for the State of Maryland 2018

• Hotelier of the Year for large hotels; Maryland Hotel and Lodging Association, 2015