

**Richard Jones**

*Executive Vice President -  
Acquisitions & Operations*

Richard is responsible for leading Portman Holdings' global asset management and property management functions, corporate operations in Atlanta, and the company's US acquisition strategy.

Richard's role requires oversight of Portman's asset management and property management activities beginning in the investment underwriting phase by ensuring that the project's market positioning, product development and operating strategies are aligned with investment objectives and add measurable value. He also provides leadership through the development phase, when market performance and development progress is closely monitored as the team plans and prepares for marketing and operations activities; as well as the operations phase, shifting emphasis to hands-on execution and ensuring that all investment strategies are properly executed and the operating tactics adapt to changing market conditions as necessary. Richard ensures an aggressive asset management regime is implemented, which is necessary when projects are managed by global hospitality brands or property management companies to maximize the owner's involvement, closely measure and monitor the operator's performance, and ensure contract compliance. Additionally, he leads a full service, vertically integrated corporate operations team that provides accounting and financial reporting, legal, risk management, human resources, and IT services, to support all of Portman's divisions.

Richard has over 20 years of diverse hospitality and real estate experience spanning operations, asset management, and development. Prior to joining Portman in 2005 Richard worked for some of the most respected hotel development and management companies in the industry, including Hardin Capital, Noble Investment Group, and Marriott International. He studied economics at Louisiana State University, is an active member of the Hospitality Asset Management Association, and is a frequent speaker at industry conferences and events.