



Robert Festinger

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SUMMARY OF QUALIFICATIONS / ABOUT

Throughout my career, I have specialized in one core pursuit: unlocking long-term value in complex hospitality and commercial real estate assets. With more than 25 years of experience overseeing \$1.4 billion in assets under management and facilitating \$2 billion in financing, I have consistently combined operational discipline with investment foresight—delivering measurable returns for investors, lenders, and ownership groups. Most recently, as Senior Managing Director and Senior Vice President of Asset Management at CGI Merchant Group, I directed strategic initiatives across a diversified platform with AUM exceeding \$1 billion. I oversaw an 8-asset commercial and executive suites portfolio totaling 750,000 square feet, increasing occupancy from 85% to 96% and driving rent growth by \$20 PSF. In this role, I served as landlord representative across Miami and Palm Beach markets, managing over 750,000 sq. ft. of retail and office space and working directly with premier partners including Richmond, LVMH, Ann Griffin Diaz, FIBA, Jose Andres, US Post Office, and Redbird. I also worked on capitalization and sourcing of over \$1 billion in new debt and participated in equity raises north of \$200 million. In parallel, I managed dispositions totaling over \$100M, executed \$50M in capital improvements, and played a central role in landmark transactions, including the \$375M Waldorf Astoria DC acquisition and the Trump International Hotel DC purchase alongside Hilton, MSD, and Trump Organization. My relationships with leading institutional partners, Blackstone, MSD, Starwood, Cerberus, have been pivotal in structuring acquisitions, refinancing, and repositioning strategies. Earlier in my career, I led large-scale turnarounds and repositioning for Crescent Heights, Host Hotels, and Starwood. These roles sharpened my ability to integrate asset management discipline with operational innovation, boosting EBITDA by triple digits, securing brand-altering capital improvements, and aligning operator performance with ownership goals. What differentiates my approach is the ability to move seamlessly between strategic board level oversight and transactional execution. Whether negotiating HMAs with global brands, navigating lender workouts, or advising on portfolio acquisitions and dispositions. I view each asset through the dual lens of investment stewardship and enterprise growth.

PROFESSIONAL EXPERIENCE

CGI Investment LLC – Miami, FL

Senior Managing Director / Senior Vice President of Asset Management

December 2023 – Feb 2026 / April 2021 – November 2023

- Oversaw AUM exceeding \$1 billion across private equity, hospitality, and commercial real estate platforms.
- Directed the strategic asset management of an 8-asset Class A office and executive suites portfolio totaling over 750,000 sq. ft.
- Led comprehensive landlord representation for all office, retail, and parking assets—managing leasing strategy, broker engagement, lease negotiation, and execution.
- Interfaced with prospective tenants, negotiated term sheets, managed LOIs and lease contracts, and coordinated with legal, executive, and property management teams throughout the lease cycle.
- Drove portfolio-wide occupancy gains, increasing commercial asset occupancy from 85% to 96% and raising PSF by \$20.
- Oversaw lease renewals, expansions, and restructuring, while also managing TI allowances, CAM recovery structuring, and capital improvement budgeting.
- Worked closely with property management to ensure tenant satisfaction and operational alignment with leasing objectives.
- Responsible for the \$30M disposition of 55 Miracle Mile, a mixed-use retail, office, and parking asset in Coral Gables and Nexus Executive suites 5 buildings at a \$35m disposition.
- Negotiated BAMAs and HMAs with Hilton, Davidson, and Highgate; successfully opened and stabilized two Hilton Curio Collection hotels.
- Increased RevPAR by 25% at a Curio property in Downtown Miami; executed \$40M in capital improvements and renegotiated key insurance and loan terms.
- Played key roles in major transactions including the \$375M Waldorf Astoria DC acquisition and the Trump International Hotel DC purchase with Hilton, MSD, and Trump Org.
- Closed \$120M acquisition of 640 Ocean Drive from the Optimum Group.
- Maintained direct relationships with top-tier lenders such as MSD, Starwood, Cerberus, and Blackstone.
- Led firm-wide efforts on HR, recruitment, administration, and served as a strategic advisor to the CEO.

Crescent Heights – Miami, FL

Vice President of Hotel Operations | General Manager Mondrian South Beach

Sept 2016 – Apr 2021

Sept 2016-2019

- Oversaw sales, marketing, human resources, revenue management and operations for a portfolio of 900 rooms.
- Directed aspects of the Four Diamond, 335-room Mondrian South Beach owned and managed by Crescent Heights.

- Oversaw a 335-room lifestyle boutique hotel and residences, including four food and beverage outlets, 22,000 sq. ft. of function space, 6,000 sq. ft. spa and salon with gross sales of \$38M annually.
- Increased RevPAR by 6.5 percent YOY and increased occupancy by 800 bases points.
- Evaluated and optimized annual business plans, budgets, forecast and capital plans.
- Increased group rooms by 12,000 room nights per year and increased FIT segment by 5 percent.
- Increased actual and forecasted EBITDA by 120 percent compared to previous management.
- Negotiated PIP and implemented Curio soft brand on an 87-room boutique independent hotel.
- Reduced expenses in all areas of the hotels by \$1.5 million.
- Renegotiated multiple labor and utility contracts to add \$500,000 to the bottom line.
- Oversaw and approved over \$35 million in capital improvements.
- Property ranked as one of the top 15 hotels by Conde Nast Readers in 2018, and 2019, also ranked in top 10 out of 222 hotels on TripAdvisor.
- Increased food and beverage revenue by \$1.5 million with outlet reconfigurations and new catering platform.
- Monitored performance of General Manager, VP of Sales, VP of Revenue Management, VP of Human Resources and VP of Food and Beverage.
- Assisted in disposition, I worked with Crescent Heights lenders, partners and consultants.

YVE Hotel Miami | Destination Hotels and Resorts – Miami, FL

General Manager

Aug 2014 – Sep 2016

- Responsible for all aspects of a 250-room Downtown Miami Hotel owned by **HOST Hotels and Resorts**.
- Increased RevPAR by 7 ADR by \$7 and revenue by \$1.1 million and 750,000 in GOP with a 6.65 percent RevPAR increase in one year.
- Destination Hotels was awarded the Ritz Carlton Phoenix management contract as a result of YVE Hotel Miami success.
- Worked directly with HOST Hotels senior vice presidents of asset and capital management on FRS, rent letter and capital projects.
- Penetrated 98 percent of the market on STR increased group production by 4,000 room nights annually.
- Completed acclimation of HOST Hotels and Resorts' internal policies and asset management procedures.
- Responsible for oversight of 2014 & 2015 Capital expenditures of \$5,000,000.
- Increased food and beverage profitability by \$250,000 in one year.
- Raised TripAdvisor rating from 44 to 37 out of 121 hotels in Miami and Revinate from 3.76 to 4.01.
- Created over \$1,000,000 of annual HOST Hotels and Resorts strategic planning initiatives for 2015.

Newport Group / HB Capital / Newport Beachside Hotel & Resort – Sunny Isles, FL

Chief Operating Officer/General Manager (Oct 2010 - Aug 2014)

Vice President Sales & Marketing (Feb 2008 - Sept 2010)

- Responsible for management and asset oversight of a portfolio totaling 775 rooms, including Newport Beachside hotel with over 600 employees, 500 feet oceanfront property and the 7,500 sq. ft. Aveda Spa and Salon.
- Oversaw Sawgrass Grand Hotel and Ann Arbor Marriott Ypsilanti and assisted in solidifying debt and equity for three hotel investment transactions for Cambria Suites in Orlando and an independent hotel in Miami Beach.
- Responsible for budgeting, forecasts, accounting, and revenue management functions totaling 100 million annually.
- Increased hotel occupancy by 15 percent, maintaining an average of 96 percent occupancy with ADR increase of \$22.
- Oversaw \$20 million in capital improvements since 2010.
- Responsible for permitting, insurance pricing and contract negotiations.
- Planned, developed, executed, and oversaw all marketing initiatives and promotions including Seven Seas Spa and Salon campaign grossing \$1.5M annually.
- Responsible for F&B operations of \$8.5M; developed theme restaurant Kitchen 305, grossing \$3M annually and increased catering sales program by \$1.5M.
- Co-created Newport Marketing LLC, a state-of-the-art call center selling over 40,000 travel packages annually, staff grew from 20 to 125 associates.
- Oversaw PR outreach including press releases and earned media coverage.

Hilton DoubleTree Magnificent Mile / Inn of Chicago / Allerton Hotel – Chicago, IL

Complex Director of Sales/ Catering and Convention Services

Oct 2007 - Feb 2008

- Responsible for sales and space maximization of a full service, 50,000 sqft catering and convention services complex, featuring 1,000 rooms.
- Maximized revenue and controlled expenses through effective negotiation of services and accurate weekly forecasting.
- Directed catering and convention services team in the execution of negotiated group sales agreements.
- Monitored and implemented Convention Service Best Practices with 80,000 group rooms annually.
- Actively participated in community events to network and develop new business opportunities.
- Served as a member of the Executive Committee.

STARWOOD HOTELS AND RESORTS – Fort Lauderdale, FL

Director of Catering and Convention Services

Dec 2002 – Oct 2007

- Led catering and convention services for Sheraton Suites - Cypress Creek, Westin Fort Lauderdale, and Sheraton Fort Lauderdale.
- Managed Banquet and Catering budget of \$6M, ensured maximization of 22,000 sq. ft. of space and profitability.
- Drove sales, implemented policies and procedures, created/delivered memorable events from weddings to large corporate meetings.
- Networked within the community and participated in events to promote facilities and capture opportunities.
- Continuously developed new menu items in line with current market competitors.
- Increased room rental and audio-visual goals by 15 percent.
- Instrumental in hotel exceeding brand standard MPSI scores of 4.47 by providing exceptional customer service.

EDUCATION

Hofstra University | Hempstead, NY (1997)

Bachelor of Arts | Political Science/Economics

Board & Governance Experience

City of Coral Gables Trial Board Member and Budget Advisory Board Member

May 2025 – May 2027

Appointed to serve a two-year quasi-judicial term overseeing municipal compliance and enforcement matters, reflecting public-sector trust, regulatory judgment, and governance experience applicable to institutional real estate, human capital and investment oversight.

AWARDS | RECOGNITIONS | CERTIFICATIONS

- HOST Hotels and Resorts | Strategic Innovation Award Winner | 2015
- HOST Hotels and Resorts | Nominated for General Manager Entrepreneurial Spirit Nominee | 2015
- Starwood Hotels and Resorts Worldwide | Platinum Award Winner | 2006
- Full Service Certified Marriott and Hilton General Manager

REFERENCES

- Russell Galbut / Chairman of Norwegian Cruise Line Holdings / Managing Principal of Crescent Heights
- Steven Hurowitz / CEO Newport Group
- Michael Rock / Senior Vice President of Asset Management at Host Hotels

Publications: <https://www.hotelexecutive.com/author/1092/Robert-Festinger>
