



## **REAL ESTATE ACQUISITION MANAGER SOUTHERN EUROPE (Rome, Milan and Barcelona)**

citizenM is a new and innovative lifestyle hotel brand offering 'affordable luxury' hotels for the 'Mobile Citizens of the World' in amongst others Amsterdam, London, Paris and New York.

citizenM is looking for a Acquisition Manager who will form part of the European Acquisition and Investment Team in its effort to acquire, develop and evaluate its growing portfolio of citizenM hotels in target markets. Main focus of the manager is the acquisition of new hotel developments for citizenM hotels, on the basis of own investments, partnerships, leases or management agreements.

The manager should have a proven track record of working in the real estate market in Rome and benefit from excellent knowledge of and a network in the real estate markets of Rome and Milan. Additional knowledge of the Barcelona real estate market is an advantage

### **duties & responsibilities**

The manager's primary responsibility will be the acquisition of suitable hotel investment and development opportunities in Rome, Milan and Barcelona. In relation to this, the manager will also be responsible for finding suitable development and/or investment partners in these markets.

The main responsibilities include:

- Identify and follow up development opportunities in Rome, Milan and Barcelona
- manage feasibility analysis of development opportunities, including coordination with other citizenM departments (Operations, Finance, Design & Technical Services, Project Management) and with external partners / professional advisors
- negotiate and manage the transaction (incl. legal documentation, due diligence and closing)
- produce internal decision making documents (feasibility analysis, DD, investment proposals, etc.) for senior management and shareholders
- monitor progress and compliance of development projects in line with approved investment parameters, from closing of an acquisition transaction until completion of the hotel
- manage feasibility analysis of proposed changes to development projects, including decision making documents (updates of feasibility analysis, revised investment proposals, etc.)

### **skills & requirements**

To fulfil this role successfully, you must possess the following minimum qualifications:

- advanced proficiency in spreadsheets and financial modelling
- superior analytic and problem-solving skills



- ability to work both independently in the local market and within a cross-functional team environment
- strong time management skills with an ability to prioritize effectively
- willingness to work in an entrepreneurial environment and perform multiple office related tasks and an open-minded attitude towards learning new skills
- working in an international environment with frequent travel within Europe

The manager should have the following experience:

- 5-10 years experience as a transaction-oriented (hotel) real estate professional
- experience and a property network consisting of developers, investors, land owners and property advisors in at least Rome and preferably also Milan. Additional experience in Barcelona is an advantage
- international working experience in real estate investment beneficial
- relevant academic education (business, corporate finance, real estate, etc.)
- experience with land acquisition, project development, (hotel) lease / management agreements
- working experience with institutional investors is beneficial
- fluent in both English and Italian
- either residing in Rome (or surroundings) with weekly travels to the head office in Voorschoten, the Netherlands – or alternatively residing in the Netherlands with weekly 3-4 day trips to target markets in Southern Europe

### **location & reporting**

This position will be based in Rome, Italy or Voorschoten, the Netherlands. Attendance of weekly meetings in the support office in the Netherlands is expected. The manager will report to the Chief Investment Officer.

### **compensation & benefits**

Competitive salary package and remuneration in line with experience and background.

### **type**

- full-time
- frequent international travel required

### **about citizenM**

citizenM is a new and innovative lifestyle hotel brand, offering 'affordable luxury' hotels for the 'Mobile Citizens of the World'. The company currently has hotels in amongst others Amsterdam, London, Paris and New York.

citizenM brings a new breed of hotel experience for a new type of traveller: people who value personal choice, contemporary design, friendly technology and the proximity to a city – for an accessible price.



citizenM is an award winning hotel group and received numerous awards for their revolutionizing approach towards the hospitality industry and has been awarded twice as 'Trendiest Hotel in the World' by users of Tripadvisor.

citizenM has an ambitious roll out strategy as it acquires development sites on prime locations in metropolitan cities around the world. At the moment, additional hotels are under development in London (3x), Paris (2x), New York, Istanbul and Taipei.

citizenM acquires projects as owner-operator, in joint venture partnerships with local parties and by means of lease or management contracts.

Applications can be send to: [hr@citizenm.com](mailto:hr@citizenm.com)