

# NICHOLAS MUIR

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**AN ACCOMPLISHED REAL ESTATE INVESTMENT AND DEVELOPMENT PROFESSIONAL AND C-LEVEL OPERATIONAL EXECUTIVE WITH DIVERSE GLOBAL EXPERIENCE. PROVEN SUCCESSFUL IN MERGERS AND ACQUISITIONS, IN DEVELOPMENT, DESIGN, FACILITIES MANAGEMENT, PROCUREMENT, CONSTRUCTION AND PROP-TECH.**

- **Managed & established** companies, teams, projects, and property portfolios in **13 countries**
- **Ground-Up Development 17 Hospitality projects** and **5,500 rooms** with a total value of **\$1.6BN**
- **Mergers & Acquisition including integration of X3 companies**, representing **406 properties & \$680M in value**
- **Property re-positioning; CAPEX Conversions & Renovations** incl. F&B **300 Projects, 60,000 rooms** value over **\$1.5BN**
- **Led Prop-Tech start-up** to revenue growth of ARR 3X year over year; including increased margins from **50% to 70%**
- **Master Plan & Technical Service Agreement Management** to **14 properties** and **7,300 rooms** total value **\$670M**
- **Procurement Management Program** generating reducing development delivery process by **20%**
- **Master Agreement** negotiations in North America & Internationally **8 prestigious properties** and **5,700 rooms** + F&B
- **Pioneer in Modular Construction** in North America & UK
- Sectors incl. **Hospitality, Entertainment, Residential, Commercial, Pharma, Industrial, Data Centers**

## PROFESSIONAL EXPERIENCE

**OnSiteIQ – Advisor to CEO**

**August 2022 - Present**

**OnSiteIQ – Chief Strategy & Development Officer**

**December 2020 – July 2022**

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*OnSiteIQ is a Construction Intelligence Platform for real estate investors & developers providing real time portfolio monitoring to all stakeholders across the world in a centralized, automated platform.*

### Key Responsibilities

- Establishment and implementation of the company's strategic plan and execution including product roadmap.
- Responsible for prioritizing markets, enterprise and network expansion to optimize sales, marketing & operational efficiency.
- Worked closely with the CEO on fundraising strategy.

### Key Achievements

- **Revenue growth ARR 3X year over** year through establishing KPI and OKR systems to business units
- Increased revenue recognition acceleration to **over 50%** of new quarterly deals
- Reduced burn & operational costs by **20% incl** increasing margins from **50% to 70%** through RIF and Re-organization.
- Clients include Disney, citizenM; Choice Hotels, Park Hotels; Prologis, Moinian, Avalon Bay, Lowe

**citizenM – Managing Director**

**January 2018 – November 2020**

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*citizenM is a global hotel developer, investor and operator providing a portfolio of contemporary styled hotels.*

### Key Responsibilities

- Leadership & responsibility for all Acquisition, Due Diligence, entitlements, Design, Procurement, Construction, Maintenance & Operations (incl. CAPEX & OPEX) for projects in North America & to a capital value of over **\$1.2BN over 12 properties and 3,600 rooms.**
- Created the design, construction & maintenance process, and organizational structure incl. external consultants for optimal deployment of the teams and project delivery through to acceptance handover and operations.

### Key Achievements

- Pioneered modular buildings in North America.
- Developed a robust & continuous reporting procedure incl. budgeting forecast, development of timelines with the necessary controls in place for accurate management & transparent reporting resulting in **\$120M** of budget, timeline and design savings.
- Standardized ESG and Brand Standards & space requirements from a typical hotel of **600sf to 300sf** (room, FOH/BOH incl. F&B, circulation) incl. implementing Virtual Design & Construction across all business units of the organization.
- Directly led and managed the planning, execution of Boston North Station property value of \$100M, 272 rooms. Completed two months ahead of schedule providing **\$1M** of additional revenue.
- Built direct procurement program from manufactures omitting intermediate mark ups incl. direct relationship with architects and contractors for the US roll out plan reducing design time by **+10%** and construction time by **+8%**.

**Wyndham Worldwide – Vice President of Global Design & Construction (USA)****2015 - 2018**

- Executive responsibility for **300** Franchised new construction projects in North America, Canada & CALA.
- Executive & Project lead on company funded projects (both Hotel & Vacation Ownership projects); total **+\$150M**.
- Executive lead in acquisition and integration of strategic hospitality company AmericInn (**200 Properties, 12,000 keys**)
- Developed and formed Global Design Team with **4** new brand & dual brand prototypes & design initiatives.
- Developed & launched CAPEX program in North America, Canada & CALA Managed portfolio to **60** properties.
- Led hurricane response team to Wyndham Grand Rio Mar Puerto Rico.

**Marriott International – Senior Director (USA)****2006 - 2015**

- Personally selected & handpicked by EVP of Development to lead & manage company funded projects for both select & full-service properties incl. food & beverage domestically & globally. All projects completed on time, within budget to a value of **\$600M** over **70** properties & **11,000 rooms**.
- Lead a development & renovation program portfolio in Europe totaling **\$1BN** over **55** properties.
- Developed & managed internal team on domestic & International Capital renovation program in North America & Canada; average volume of **300 projects**: generating project delivery fee revenue of **+\$9M**.
- TSA Management incl. JW Marquis Dubai **Worlds 2<sup>nd</sup> tallest hotel** with **82 floors, 1,100ft** construction value **\$490M**.
- Lead in acquisition and integration of strategic hospitality companies Protea (South Africa) & AC Hotels; combined value **\$550M, 206 Properties, 20,000 rooms**.
- Executive role in the negotiation of **8** Management Agreements; **5,700 rooms** incl; F&B in USA & internationally.
- Developed and formed Global Design Team with **5** new brand prototypes in North America & Internationally.
- Introduced Project / Program Management & integrated payment technology and systems.

**Atkins Faithful & Gould – Director (USA)****2004 - 2006**

- Personally selected by SVP of Design & Construction of Marriott International as a Project Director in directing all design & construction activities for a **500 bed**, Four Star, Renaissance Boston Waterfront hotel in Boston MA, value **\$120M**.

**TECOM Investments under Dubai Holding – Dubai – Development Director (UAE)****2001 - 2004**

- Personally selected & handpicked by the Countries Director General with the responsibility for all program, design, construction & facilities management for **10 million** square feet of commercial, residential & lodging use.

**Atkins Faithful & Gould – Senior Project Manager (USA & UAE)****1993 – 2001**

- 1998 – 2001 USA - Completed client assignment as a Client's Representative from inception to completion of a **350-acre** site infrastructure project / offices and warehouses for the IT Manufacturer giant – Intel Corporation.
- 1993 – 1998 Dubai, UAE - Financially and contractually responsible for the design and construction of the **Burj Al Arab, Jumeirah Beach Hotel, Wild Wadi** operating within a multidisciplinary team providing design & construction management services to the countries Rulers Office.

**EARLIER CAREER 1985 - 1993** Incl. Project, Commercial & Development Management positions in UK, Australia & Qatar

**EDUCATION / CERTIFICATIONS**

Royal Institution of Chartered Surveyors – Chartered 2014

City College of London – Royal Institution of Chartered Surveyors 1991

Bachelor of Technology (BTech), Construction Management, HNC 1989; ONC 1987

**HOBBIES / INTERESTS**

Auto Sports, Cycling, Swimming, Sailing

## SAMPLE DEVELOPMENT PROJECT LIST

### The Americas

- Multiple (approx. 30 in total) Renovations of Select Service Properties all US based.
- Portfolio Management of 17 New construction hotels, Circa \$1.4BN
- Intel warehousing, site infrastructure and office construction – Portland Oregon.
- citizenM Boston North Station – New Construction. Circa \$100M - Reduced project timeline by 2 months.
- Boston Renaissance – New Construction, Circa \$100M; opened 2007 on time & budget
- Roosevelt Hotel – New York – Re-commissioning / opening 1,100 rooms & public spaces – Reduced project timeline by 8 months through agile management.
- Renaissance Times Square – New York – full guestroom, bathroom, corridors, public spaces
- Marriott East Side – New York – full guestroom, bathroom, corridors.
- Renaissance Baltimore, Maryland – full guestroom, bathroom, corridors
- Anaheim Marriott – CA – full guestroom, bathroom, corridors
- Property re-positioning; CAPEX & Renovations incl. F&B, 300 Projects and 60,000 rooms, value over \$1.5BN
- **Hawaii** Marriott Kauai – full guest room, bathroom, corridors, public spaces renovations in an operating / open hotel. Circa \$60M Completed on time & budget.
- **Caribbean** Marriott St Thomas - full guest room, bathroom, corridors, public spaces renovations in an operating / open hotel. Circa \$45M Completed on time & budget

### Middle East

- Project Manager – Burj Al Arab and Jumeirah Beach Hotel – Dubai UAE
- JW Dubai – New construction, opened 2013 (TSA service)
- Cairo Marriott Hotel & Omar Khayyam – Restaurant conversion program incl. Master Planning entire hotel.
- Marriott Doha – Development of masterplan for hotel and facilities
- Executive lead for a new 10 million square feet of office, commercial and hospitality including full real estate asset management responsibility for Dubai Media and Internet City Free Zone's

### Europe

- Portfolio Management of 55+ Hotels in Europe, Circa \$1BN
- Marriott Edition - London – Historic Conversion – opened September 2013 on time & budget
- JW Grosvenor House - London – Historic Building - full guest room, bathroom, corridors, public spaces conversion / renovation in an operating open hotel. Circa \$120M Completed on time & budget.
- Renaissance Barcelona - full guest room, bathroom, corridors, public spaces conversion / renovation in an operating / open hotel. Circa \$15M Completed on time & budget.
- Marriott Courtyard – Aberdeen Scotland – New Construction \$25M, opened July 2013 on time & budget
- Courtyard Acruel - France - new construction \$40M, opened January 2011 on time & budget
- Courtyard St Dennis - France - new construction \$28M, opened June 2009 on time & budget
- Courtyard Toulouse - France - new construction \$31M, opened March 2009 on time & budget

### Completed Program and Management Prototype's for Marriott, Wyndham & citizenM Prototypes including:

- citizenM Prototype & Brand Standards
- Wyndham Hotels & Resorts
- Wyndham Garden
- Wyndham TRYP
- Wyndham Wingate / Hawthorn Dual Prototype
- Marriott Courtyard -Europe & China
- Marriott Fairfield Inn – India