

ALVIN NATHAN ABRIAM

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EDUCATION

2008-Present

KELLOGG SCHOOL OF MANAGEMENT NORTHWESTERN UNIVERSITY

Evanston, Illinois

Candidate for Master of Business Administration degree, June 2010

- Intended majors in Real Estate Management, Finance, and Marketing; Dean's List. GPA 3.8/4.0.
- Activities: Hospitality Club Co-Chair, Habitat for Humanity 1st Year Co-Chair, and Real Estate Club.
- Selected for a Strategic Hotels research project examining the value proposition of boutique hotels.
- Awarded the Kellogg Class of 1982 Scholarship for demonstrated leadership and merit.

1998-2002

UNITED STATES NAVAL ACADEMY

Annapolis, Maryland

Bachelor of Science degree in Economics and Political Science, May 2002

- Graduated with Distinction, Superintendent's List, Navy League Scholarship. GPA 3.9/4.0.
- Activities: Regimental Officer, Squad Leader, Rhodes Scholar Mentorship Program.
- Selected by faculty to represent the student body at the Fund for American Studies in Crete, Greece.
- One of only two students in the Class of 2002 to fulfill the requirements for a double major.

EXPERIENCE

Summer 2009

HOST HOTELS & RESORTS

Bethesda, Maryland

Summer Associate, Asset Management

- Performed due diligence, prepared the pro forma, and drafted the Investment Committee memorandum used to secure funding for a \$9.5M ballroom and outdoor lounge project at an upper upscale resort.
- Conducted a top-down analysis of eight real estate markets. Market study format was adopted as the new firm standard and findings were incorporated into the annual strategic plans for 34 properties.
- Researched revenue management trends to support the repositioning of underperforming assets.

2007-2008

BORACAY BEACH CLUB

Boracay Island, Philippines

Co-Founder, General Manager

- Led a 21-person hospitality team in the development and operation of a 30-room family-owned hotel. Continual refinement of core competencies resulted in a #2 out of 114 hotels ranking on Trip Advisor.
- Developed a marketing strategy based on an analysis of consumer segments and sales data to achieve a 78% occupancy rate. Exceeded the RevPAR of comparable hotels by 15%.
- Created and executed a business plan for the island's first cocktail bar targeting high-end patrons.
- Improved labor productivity by 20% by instituting an in-house training program for local hires.

2004-2007

UNITED STATES EUROPEAN COMMAND

Stuttgart, Germany

Navy Lieutenant, Information Security Manager

- Led a 12-person military and civilian team in the security accreditation of 56 communication systems.
- Advised senior leadership on the technical development and procedural testing of a classified information-sharing portal prototype. Achieved Pentagon approval for regional implementation.
- Coordinated the maintenance efforts of 19 program managers resulting in the Headquarters' first-ever "A" grade for full compliance with the Federal Information Security Management Act.
- Nominated for the Defense Meritorious Service Medal; Received the Officer of the Quarter Award.

2002-2004

NAVY PERSONNEL COMMAND

Millington, Tennessee

Navy Ensign, Manpower Analyst

- Analyzed resignation trends to help develop a strategy leading to a 10% improvement in retention.
- Prepared weekly briefings used by senior executives to obtain approval for a new sabbatical program.
- Instituted a web-based ship selection process for 582 surface warfare trainees from 70 NROTC units.

ADDITIONAL DATA

- Visited over 40 countries. Enjoy fly-fishing, sea kayaking, road trips, and travel photography.
- Member of the American Hotel & Lodging Association and Urban Land Institute.