

# NEW STARTERS

## CBRE HOTELS



The CBRE Hotels team are excited to announce the appointment of two Directors to the London team



### **PAUL BARTROP, DIRECTOR, CBRE HOTELS**

#### **1) Why did you choose to join CBRE Hotels?**

The burgeoning reputation of CBRE Hotels has grown in stature year on year and it is now a recognised and established market leader. Additionally I have worked with many of the senior members of the team and have a very high regard for what they do.

#### **2) What do you envisage your responsibilities being in your role at CBRE Hotels?**

The principle areas of responsibility are to strengthen the already established network of dedicated, sector specific CBRE Hotels offices across Europe, to concentrate on Capital Markets when the markets rebound and to use my experience and knowledge to mentor and encourage the next generation of consultants, brokers and advisors within CBRE Hotels.

#### **3) What is your outlook for the hotel industry?**

In common with almost every asset class in the real estate market the hotel industry is finding current conditions tough. Yet as a relative newcomer to the investment market it has matured quickly and proved what a robust and resilient performer it is. As a consequence I am convinced that the hospitality sector will be one of the first to recover and emerge from the current recession.

#### **4) What are your passions outside of work?**

Outside of work I have a keen interest in horticulture, rugby and cooking and of course my pride and joy, a sailing yacht moored on the south coast.

#### **5) What have you found to be the most rewarding times in your career to date?**

Easy to answer, transacting a deal which delights a client



### **JANE LEES, DIRECTOR, CBRE HOTELS**

#### **1) Why did you choose to join CBRE Hotels?**

It presented the opportunity to work with a well respected and well known market leader offering a strong client base and presence in EMEA.

#### **2) What do you envisage your responsibilities being in your role at CBRE Hotels?**

Managing and leading the valuation business line. Maintaining existing relationships with clients, developing new business and growing market share.

#### **3) What is your outlook for the hotel industry?**

Like the rest of the economy – generally not favourable in the short/medium term. Market conditions will continue to be poor with further failures likely to happen. Opportunities may present themselves in the medium term however the ‘green shoots’ appear to be some way off, in the UK in particular, at present.

#### **4) What are your passions outside of work?**

My family and our dog. Apart from that tennis and golf.

#### **5) What have you found to be the most rewarding times in your career to date?**

Apart from my current position, working in Hong Kong in the 1990s was definitely the highlight of my career so far. I was lucky enough to work in various parts areas of Asia including China, pre the hand over of Hong Kong, during a period of strong economic growth in the region.