

PROFESSIONAL PROFILE

ROB CROSS

Rob Cross is head of CBRE Hotels Australia, New Zealand and the Pacific. His prime responsibility is the development of the CBRE Hotel business throughout this region.



Rob joined the hotels team at CBRE in 2003. Since that time CBRE Hotels Australia & New Zealand has grown into one of the largest hotel real estate groups in the region, with an enviable client base and track record. The Hotels team now comprises some 30 industry experts spread throughout the region covering both Agency and Valuation/Consultancy disciplines.

In addition to developing the CBRE Hotels business line throughout the region, Rob is an industry leader in the sales and marketing of hospitality assets. In fact, during his career he has successfully marketed hotel product in every state of Australia, the North and South Islands of New Zealand and the Pacific Islands.

Assignments undertaken by Rob have included hotels, resorts, motels, caravan parks, golf courses, guest houses and management rights.

Rob is a Licensed Real Estate & Business Agent and a Registered Valuer. He has been actively involved in the real estate/hotel sector in Australia and New Zealand for over 20 years.

RELEVANT EXPERIENCE

Seahaven Resort, Noosa

Successfully sold to a UK based trust for \$120m. The highest price per room achieved in Australia.

Avillion Hotel, Sydney

The sale of this 5 star hotel for \$115m.

Operator Selection Experience

Successfully negotiated Operator Agreements for Hotels in Sydney, Brisbane & Canberra to Rendezvous Hotels International.

Grand Hotel Group

The sale of GHG's portfolio of 18 properties across Australia.

New Zealand

Significant sales include Sheraton Hotels, Auckland & Rotorua; Rydges Hotel, Queenstown; Hotel Ibis, Wellington.

SAMPLE CLIENT BASE

Abacus Property Group
Accor Hotels
Action Australia
Deloitte
Eureka Funds Management
Grand Hotel Group/Morgan Stanley
Grand Hotels International
Grant Thornton
Indigenous Business Australia
Intercontinental Hotel Group
KPMG/McGrath Nicol
Lend Lease
Mirvac Hotels
PricewaterhouseCoopers
Reliance Pacific Berhad
Rendezvous Hotels & Resorts
Rydges Hotels & Resorts
Sims Partners
Tabcorp Holdings
Starwood Hotels & Resorts

Contact

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