

GARY V GROVE

My experience spans a career in domestic US hotels, South America, Caribbean, Mexico, and Central America. Leadership knowledge includes international and domestic strategic planning, team building, event attendance and customer relationship building complimented with integrated marketing and PR plans.

EXPERIENCE

2017-AUG 2020

MARRIOTT HOTELS AND RESORTS \$1.2 Billion in revenues

VICE PRESIDENT LUXURY BRANDS SOUTH EAST US

- ST REGIS, THE RITZ-CARLTON, W, EDITION, BULGARI, LUXURY COLLECTION HOTE BRANDS

2002-2017 - \$1.2 Billion in revenues

MARRIOTT HOTELS AND RESORTS

REGIONAL VICE PRESIDENT SE US AND CARIBBEAN LATIN AMERICA

2000-2002 - \$790 Million in revenues

MARRIOTT HOTELS AND RESORTS

REGIONAL VICE PRESIDENT OF SALES AND MARKETING CARIBBEAN LATIN AMERICA

1995-2000

MARRIOTT HOTELS AND RESORTS

AREA DIRECTOR OF SALES AND MARKETING OFFSHORE RESORTS

- INCLUDED HOTELS IN THE CARIBBEAN, MEIXCO, AND CENTRAL AMERICA
PUERTO RICO, CANCUN, ST KITTS, DOMINICAN REPUBLIC, CURACAO, ARUBA, PUERTO
VILLARTA, BARBADOS, BERMUDA

1989 – 1994

MARRIOTT HOTELS AND RESORTS – DIRECTOR OF SALES & MARKETING ROLES

CASTLE HARBOUR RESORT BERMUDA

SAM LORDS CASTLE BARBADOS

PRINCETON FORRESTAL VILLAGE

PEABODY MARRIOTT

1979-1989

MARRIOTT HOTELS AND RESORTS

VARIOUS OPERATIONAL ROLES IN FOOD & BEVERAGE DISCIPLINE

SEPTEMBER 1975

BS, PENNSYLVANIA STATE UNIVERISTY

PRESIDENT OF THE PENN STATE RESTAURANT AND CATERING SOCIETY

Lifetime member of the Penn State Alumni Association

RC of South Florida A

Board of Directors member

SKILLS

- Integrated strategic planning.
- Market plan & PR integration
- Hotel development and launch
- Market evaluation & positioning
- Sales Structure & market alignment
- Data evaluation to drive revenue.
- International knowledge
- Luxury customer relationships