

# JENNIFER A. THOMPSON

RESULTS DRIVEN PROFESSIONAL | MBA, CHIA, CHA, NSA  
509.308.7064 | JENN@JUSTJENNCONSULTING.COM | MLS# 135147

*We leave fingerprints on everything we touch; it becomes the lives we impact and the legacy we leave.*

## JUST JENN CONSULTING (JJC)

Just Jenn Consulting, LLC, fondly known as JJC, was born March 2021.

At conclusion of 1 year contract as an employee of Sentral, this experience converted to contract under JJC. See also JJC Client Page. Under contract with Sentral, I will continue to assist in centralization of accounting, asset management, business development, transition and acquisition support, playbook and SOP development, and utility controls.

## EXPERIENCE

**ASSET MANAGER & AREA GM • SENTRAL • 11/20 – CONTRACT JJC 11/21**  
Recover two distressed properties in Seattle Proper. Assessed market, employee structure, and cost control to implement required changes. New brand launch and implementation of hospitality services into model. Leased commercial spaces and assisted with total company asset management/business development. (See sidebar)

**CORPORATE GM, ACQUISITIONS & RENOVATIONS • IHR • 8/2019 – 11/2020**  
Facilitated acquisitions, transitions and renovations. Ranging from property and investor assessments to full property transition; including employee onboarding, accounting turn over, capital inspections, and related due diligence. Final assignment was major hotel renovation to Autograph Collection in Columbia Maryland.

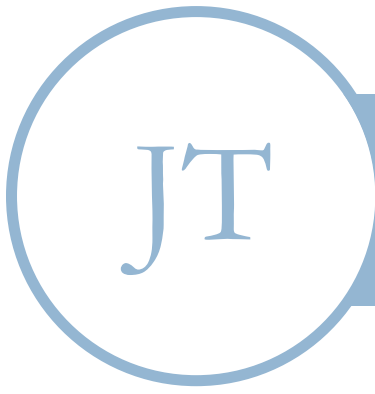
**CONSTRUCTION & OPENING GM • WESTMONT • 9/2017 – 8/2019**  
Managed closure, re-design, re-position and re-opening of boutique lifestyle asset in Foggy Bottom, Washington DC, ARC THE.HOTEL. Scope included addition of 41 keys, new dining design, and Preferred Hotels Branding. Responsibilities included project manager duties with construction team, cost controls, city/historical committee approval presentations, marketing plan, pricing, and establishing operational/service standards.

**AREA GENERAL MANAGER • ATRIUM HOSPITALITY • 8/2016 – 9/2017**  
Oversight of full-service Hilton & IHG Convention Center, 30M topline revenue. Impact: 5.2% RevPAR Growth to market 2%, 61% flow to budget, 20% increase to brand score and emergence from red zone. Won Private Employer of the Year, ORA.

**GENERAL MANAGER, BIDWELL BY MARRIOTT • IHR • 3/2013 – 8/2016**  
(Promotion) Year 1: 14.2% RevPAR growth, 10% ADR lift, 67% GOP flow to PY. Year 2: 9.4% RevPAR growth, 8.7% ADR lift, GOP flow 79% PY, 129% to budget. Awarded Revenue Management Hotel of the Year, Sunstone Investors.

**OPENING & AREA GM • IHR/SUMMIT HOTEL PROPERTIES • 2/2009 – 3/2013**  
Opened Hyatt Place and Residence Inn within the same quarter, 2009. Hyatt Place being the first Hyatt in the state. GM of Hyatt, oversight of Residence Inn. Awarded General Manager of the Year, IHR; Opening of the Year, Hyatt; Hotel of the Year, IHR; Perfect Balance and Sales Excellence, IHR - 4 years running.

**GM, AREA GM & TRANSITIONS • SUMMIT HOTELS • 12/2001 – 2/2009**  
(4 roles within tenure) Began as front office, promoted to General Manager, then Area General Manager of 2-5 properties concurrently. As company prepared for IPO, assisted with transitions, sales, capital expense planning, development and acquisitions. As final assignment opened company's final two new builds Hyatt and Residence Inn. Recognized as Youngest GM Western Americas, Marriott International, 2003 - Age 19.



# JENNIFER A. THOMPSON

RESULTS DRIVEN PROFESSIONAL | CHIA, CHA, NSA  
509.308.7064 | JENN@JUSTJENNCONSULTING.COM | MLS# 135147

## EDUCATION

MBA CANDIDATE • 2022 • UNIVERSITY OF EAST LONDON

International Business, Graduation June 2022

EXECUTIVE LEADERSHIP • 2021 • DUCERE GLOBAL BUSIENSS SCHOOL

Communication, Leadership & Strategy

BACHELOR OF SCIENCE • 2021 • PENN FOSTER BUSINESS COLLEGE

Business Administration

MANAGEMENT ACCOUNTING & ANALYTICS • 2021 • CORNELL U.

Professional Certification

REAL ESTATE • 2020 • WASHINGTON STATE UNIVERSITY

Professional and Continued Education, Commercial & Residential Real Estate

CHIA • 2015 • AHLEI

Professional Certification, Hospitality Industry Analytics

CHA • 2005 • AHLEI

Professional Certification, Hospitality Industry Administration

LICENSED REAL ESTATE BROKER • 2021 • WASHINGTON STATE

DRE #21010772

NOTARY SIGNING AGENT • 2021 • WASHINGTON STATE

NSA #161101084

SERVESAFE MANAGER • EXP 2023

VARIOUS BUSINESS CERTIFICATIONS:

Fair Housing, PDP Pro-Scan Mentor, Aspire Sales, Spin Selling, Excel Master Class,

AHLEI Revenue Management, Brand Certifications: Marriott, Hilton, Choice & Hyatt.

## VOLUNTEER & AWARD HISTORY

Volunteer Special Love, Loaves & Fishes & River Clean Up Committee

Board Member, Steering Committee Destination DC 2018 & 2019

Chair, Government & Public Affairs, Portland Business Counsel 2015 – 2017

### AWARDS:

Opening of the Year, Hyatt Hotels – 2009

Sales Excellence & Perfect Balance Awards, Interstate Hotels – 2010, 2011, 2012 & 2013

General Manager of the Year, Interstate Hotels & Resorts - 2012

Hotel of the Year, Interstate Hotels & Resorts - 2013

Revenue Management of the Year, Sunstone Hotel Investors - 2014

Community Involvement Private Employer of the Year, ORA – 2017

Best Historic Hotel Conversion, DC Magazine - 2018