

## RESUME

Heinz Schutz CAM, CHA  
2501 Brickell Ave., # 207  
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**PROFILE:** Seasoned Hotel Mgr., including 30 years experience as General Mgr. of properties ranging in size from smaller 4 and 5 star deluxe boutique hotels to large casino and convention hotels.

**EDUCATION:** MBA, Finance & Marketing, University of Colorado  
BS, Hotel Administration, Cornell University  
Certified CAM, Community Assoc. Mgr.  
Certified Hotel Administrator CHA

**STRONG POINTS:** Very customer, employee and quality product oriented.  
Excellent leader and communicator.  
Good financial & budget control skills.  
Extensive sales and marketing experience.  
Hands on Rooms, F&B and Property maintenance mgr., good follow up.

**PERSONAL:** American Citizen, married, grown children

**LANGUAGES:** English, Spanish, German, French

### WORK EXPERIENCE:

I have managed quality hotels, resorts and casino properties for the past 30 years, including:  
The Biltmore Hotel, Coral Gables Fl., -- General Mgr.  
The Trump Taj Mahal Casino, Atlantic City, N.J., --V.P. Hotel Operations  
The Hyatt Regency Hotel Acapulco, Mexico, -- Regional Director  
The Fairmont Hotel, Dallas TX, General Mgr.

### PROFESSIONAL ASSOCIATIONS:

Past President, Kent County Conventions & Visitor Bureau  
2003 Hotelier of the year, Delaware Hotel & Lodging Assoc.  
Adjunct Professor, Lodging Mgmt., School of Hospitality Mgmt., DE State University  
Adjunct Professor, Casino Hotel Mgmt., School of Hospitality Mgmt., FIU