



CoralTree Hospitality Announces Corporate Sales, Marketing & Revenue Team

DENVER – Feb. 3, 2020 – Andre Fournier, executive vice president for CoralTree Hospitality Group, recently announced corporate team members who are leading the management company into its second year of operation. The team, built over the last year, provides corporate sales, marketing and revenue support for the company’s growing list of hotels and resorts in North America.

“We’ve built a strong team,” said Fournier. “This team consists of some of the best and brightest minds in hospitality. I’ve personally had the pleasure of working with everyone on this team for decades. It’s been exciting to build this team as we’ve built CoralTree. We recently celebrated our year anniversary and I’m thrilled to see the corporate sales and service culture come together as we look to new opportunities in 2020.”

Fournier leads the team but tapped industry expert Chris Kenney as the senior vice president of sales and marketing for the company. Kenney brings extensive experience optimizing performance of portfolio hotels, resorts and vacation rentals to CoralTree. His three decades of sales and marketing experience spans both independent hotels and branded properties including positions and leadership roles at Hyatt Hotels and Two Roads/Destination Hotels. Kenney is a graduate of Colorado State University.

Nancy Kern is the vice president of marketing for CoralTree. She brings a unique perspective to hotel marketing through the variety of capacities she’s worked in during her nearly two decades in the business. From customer service positions where she worked directly with travelers to the development and execution of special events along with integrated marketing programs and launching a multi-million-dollar guest loyalty program, she brings a well-rounded outlook to hotel marketing. Prior to CoralTree, Kern led data-driven, guest centric efforts at Two Roads Hospitality/Destination Hotels. She holds a Bachelor of Science in tourism and marketing from the University of Colorado Boulder.

Dana Cariss serves as the vice president of revenue strategy. In this position he works closely with the property revenue optimization teams to support each in their pricing, distribution, channel management and revenue optimization strategies. Prior to his position at CoralTree, Cariss held several revenue management roles for Destination Hotels, Handlery Hotels, Loews Hotels and New York-based internet technology company Open Hospitality. Outside of the company, Cariss sits on the Revenue Management Advisory Board for the Hospitality Sales & Marketing Association

International was the Immediate Past President of the HSMIA San Diego Chapter. He holds two degrees in mathematics and economics from the University of California, San Diego.

Jon Lazarus brings an extensive background in hospitality distribution to his role as director of distribution for the company. Over the course of his career, Lazarus has managed branded hotels from corporations such as the InterContinental Hotels Group, Hilton Hotels and Starwood Hotels, as well as independent hotel companies including Two Roads Hospitality/Destination Hotels. Most recently, Lazarus served as the corporate director of revenue and director of distribution for Destination Hotels for over 14 years. Lazarus is a graduate of the University of Nevada, Las Vegas with a Bachelor of Science in hospitality.

Candace Banning completes the team as she manages the sales, marketing and revenue operations. Banning began her career at The Phoenician Resort, eventually moving to work for Destination Hotels and most recently Two Roads Hospitality. At Two Roads, she served as the director of field sales and marketing services. In this position she managed the Delphi database focused on developing business analytic reporting tools, coordinated annual meetings and training sessions and specialized in areas such as business intelligence reporting, database management and training various teams.

Launched in December 2018, CoralTree Hospitality Group is a wholly-owned subsidiary of Los Angeles based Lowe, a real estate investment, management and development firm. With 3,200 employees, Colorado-based CoralTree delivers distinctive, memorable experiences that celebrate the surroundings, culture and community of each property. The 11 hotels and resorts currently managed by CoralTree Hospitality Group include independent, branded and soft-branded properties such as Terranea Resort on the Southern California coast, Vivo Resorts in Mexico, Hotel Lincoln in Chicago, Hotel Vitale in San Francisco and Ptarmigan Inn in Steamboat Springs, Colo. The company also is overseeing the creation of a new hotel in Golden, Colo. that is scheduled to open in 2021. CoralTree also provides asset management services to three resorts. For more information on CoralTree, visit www.CoralTreeHospitality.com.

###

Media Contact:

Kristin Yantis, Malen Yantis Public Relations, (970) 949-7919, kyantis@myprco.com

For high resolution, downloadable images of properties in the CoralTree collection, please visit <https://coraltree.intelligencebank.com>