

Kunal Shah, DBA, CHA

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Phone – (931)-802-0931

Education

- University of South Florida - Doctorate in Business Administration **December 2018**
- Dissertation: Relationship between Ambient Lighting Color and Hotel Bar Customer Purchase Behavior and Satisfaction
 - Chair: Dr. Dipayan Biswas
- Texas A&M University Commerce – Master of Science in Management **August 2013**
- Austin Peay State University – BBA in Finance **August 2009**

Certificates and Achievements

- AACSB Bridge Program at New York University **June 2018**
- Certified Hotel Administrator (CHA) **December 2012**
- Cornell University Master Certificate in Hospitality Management **October 2011**
 - Certificates in Hotel Revenue and Financial Management, Hotel Revenue Management, Hospitality Management, and Leading Customer-Focused Teams

Professional Experience

A&S Hospitality Management, LLC – **President/CEO** **January 2011- Present**

As the CEO of A&S Hospitality Management, I oversee all real estate development along with managerial duties for all the hotel under us. I have an executive board which comprises of my head of department respective to our properties, whom of all report directly to me. We have over 150 team members working hard for us between our properties in Tennessee and Kentucky.

- **New Construction Hotel Developments -**
 - Best Western Plus – Best Western International
 - Candlewood Suites (2) – Intercontinental Hotel Group
 - Sleep Inn & Suites – Choice International
 - Hilton Home2Suites/TRU – Hilton Worldwide
 - Staybridge Suites (2) – Intercontinental Hotel Group
 - Avid Hotel (2) – Intercontinental Hotel Group
- **Hotel Acquisitions, Brand Conversions & Renovations**
 - Country Inn & Suites – Carlson Rezidor
 - La Quinta Inn & Suites – Wyndham Worldwide
 - Comfort Suites – Choice International
 - Courtyard Marriott – Marriott International
- **Full-Service Management on all Hotels**
 - All General Managers Reporting
 - All Directors of Sales Reporting
 - All Housekeeping Directors Reporting
 - Revenue Management
 - Franchise Liaison and Brand Standards
- **Finance/Accounting on all Hotels**
 - Financing and re-financing all the hotels
 - Complete financial quarterly/annual reporting and budgets for all the hotels
 - Traditional financing, CMBS financing, and SBA Financing

Professional Associations

- Elected Board Member for Clarksville Department of Electricity
- Elected Board Member for Clarksville, TN CVB
- Beta Chi Theta - National South Asian Fraternity

July 2019 – Present
July 2015 – July 2021
Since April 2007