



## Andreas Martin

Managing Consultant



+49 30 84182138



+49 172 8961737



andreas.martin@pkfhotels.com



Europe



Berlin, Istanbul, Vienna



German, English, French



areas of expertise:  
feasibility studies  
project development  
knowledge + networking

Andreas has more than 30 years of experience in hotel operations, development and consulting. He first worked for PKF Munich in 1990 focussing on feasibility studies for European hotel projects, assisting annual audits of individual hotels in Germany and working on an extended three year consulting assignment in St. Petersburg, Russia. In 2003 Andreas relocated to Berlin and joined the team of PKF hotelexperts in Vienna working from Berlin and Vienna with a focus on feasibility studies and managing the firm's activities in Turkey.

Andreas is the founder and CEO of the international hotelforum conference, a joint venture with PKF hotelexperts Vienna launched in 2002. In addition, Andreas runs and moderates PKF hotelexperts' 16 annual European HTLroundtables program and the year end HTL summit.

Andreas started his hotel career in 1982 with an apprenticeship at the Hotel Vier Jahreszeiten Kempinski Munich. He continued to work for Kempinski including a year at the Grand Kempinski Dallas, the first Kempinski hotel in operation outside of Germany, prior to joining PKF Munich.

From 2000 Andreas spent three years as Director of Development for ArabellaSheraton, a joint venture of the Schörghuber Group (including Arabella Hotels) and Starwood (including Sheraton hotels). Andreas has earned a Certificate in Hotel Development from the PDP program of the Cornell University School of Hotel Administration in Ithaca, USA.

Andreas is a life time member of the CHS Cornell Hotel Society and also runs the Arbeitskreis AK Hotelimmobilien in cooperation with the Forum Verlag (hotelbau journal), a series of seminars for the German speaking hotel development market (D.A.CH. region) with four annual meetings for members only.