

Marriott International, Inc., named by Fortune Magazine as one of the "100 Best companies to Work for in America", has an immediate opportunity for a Corporate Counsel – Americas Development and Corporate Affairs Group position at its corporate headquarters.

Position Summary

The Americas Development and Corporate Affairs Group of Marriott International deals with the development of all owned, managed and franchised lodging brands in the Marriott system in the U.S. and Canada, as well as corporate transactions (including mergers and acquisitions), finance and governance for the entire company, including the Office of the Corporate Secretary.

This position will focus on providing legal services in all phases of Marriott's owned or managed development projects throughout the region. This position will require an ability to deal with a broad array of topics, including real estate development, debt and equity financing and guarantees, joint ventures, residential licensing, mergers and acquisitions, risk-management, and employee related issues. Familiarity with real estate acquisition, financing and development techniques and practices is preferred. This position will require an independent and creative attorney with the ability to manage, structure, negotiate, and execute multiple complex transactions; draft hotel management, lease, and related agreements; supervise outside counsel; understand and resolve local law issues; work effectively with owners, developers and lenders; and coordinate tax, insurance, intellectual property, and construction issues within Marriott.

This position will report directly to the Vice President and Senior Counsel responsible for corporate owned real estate in the Managed Development Group.

Expected Contributions

The attorney selected for this position will provide legal services for the acquisition, disposition, development, and financing of new lodging and residential products, including:

- providing advice on proposed transactions with respect to confidentiality agreements, structuring the transaction, letters of intent, and trade area restrictions;
- drafting and negotiating purchase and sale agreements, ground leases, license agreements and development agreements, handling legal due diligence, coordinating with other members of the development team, monitoring compliance with local zoning requirements, drafting and negotiating closing documents, overseeing closings, and following up on post-closing matters;
- drafting and negotiating management and related agreements and coordinating various conversion matters on the takeover of existing properties;
- drafting and negotiating ownership structuring agreements, including joint venture, condominium, and finance documentation;
- drafting and negotiating documents involved with multi-unit refinancings, sale/leaseback, and sale/manage back transactions;
- providing advice on miscellaneous real estate matters affecting lodging development and operations (e.g., condemnations, easements, restrictions, and land use); and
- providing advice on miscellaneous real estate matters affecting residential licensing and development.

Candidate Profile

Successful candidates should possess the experience, knowledge, and skills as follows:

- Excellent academic record with a law degree from a top law school;
- Minimum of 5 years legal experience, preferably transactional experience;
- Active Bar membership;
- Proven contract drafting and negotiating skills;
- Ability to expeditiously identify and analyze issues and provide legally sound recommendations consistent with good business practices and reason;
- Ability to work under stressful conditions with owners, lenders, and partners of properties in financial distress;
- Strong interpersonal skills, and ability to interact effectively and work diplomatically with individuals at all levels;
- Ability to foster relationships and individual accountability across the organization;
- Excellent written and oral communication skills;
- Excellent conflict management skills, and ability to influence without coercion;
- Ability to identify opportunities for improvement and to facilitate the implementation of creative solutions;
- Ability to work independently, take ownership of and effectively resolve problems; and
- Ability to expeditiously identify and assess issues and provide legally sound recommendations consistent with good business practices and reason.

Marriott offers competitive salaries and excellent benefits. For immediate consideration, please go to Marriott's resume posting site at <http://www.marriott.com/careers> and post your resume on our site. Please include the following ad code on your resume and in the field requested on our site to be considered for this job. Job # 180002Y5 EOE M/F/V/D