

# Melvin Gold

## Hotel industry consultant

Melvin Gold's career to date has encompassed a blend of hotel industry operations, consultancy and advisory work, and the commercial world.

One of the European hotel industry's best known and respected advisers, Melvin formed his own specialist hotel advisory and consultancy company in April 2004. Since then he has assisted a range of clients – hoteliers, investors, developers and other professionals – in a wide variety of assignments in the hotel sector. These have included acquisition advisory and due diligence, development-related assistance, litigation support and industry strategy. The latter has included some widely-used, authoritative research on the UK hotel sector.

Melvin resigned his position as managing director of PKF's hotel consultancy services in late 2003 having enjoyed two periods at the firm totalling over 11 years. During this time Melvin brought the benefit of his operational experience to a wide range of consultancy assignments and was involved in some of the sector's largest transactions as well as leading the production of a market-leading range of industry research.

In his four years away from PKF in the mid-90s Melvin honed his commercial skills with major global commodity trader, Glencore. Initially employed on the development of the company's real estate portfolio, Melvin ultimately became involved in the core commodity business, especially related to oil projects and on aspects of said projects including pre-feasibility, financing, risk management and contract negotiations.

Earlier in his career Melvin had graduated with an HND in Hotel and Catering Administration in 1981 and spent periods in hotel operations with InterContinental Hotels, Thistle Hotels and Metropole Hotels.

Melvin is a Fellow of the Institute of Hospitality and a frequent commentator on hotel industry matters at conferences and in the media.

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