



# ELEVATING HOSPITALITY EXCELLENCE

Welcome to SharCon Management & Development, a leader in redefining hospitality management. With over 35 years of experience and a steadfast commitment to excellence, we provide bespoke hotel and project management services designed to address the unique needs of your property.

Our team of seasoned professionals possesses a deep understanding of the hospitality industry's complexities. Whether managing full-service, select, branded, boutique hotels, or resorts, SharCon Management delivers tailored solutions that enhance guest satisfaction, optimize operational efficiency, and maximize revenue.

## OUR EXPERTISE



Operations



Revenue  
Management



Risk  
Management



Construction  
and Renovation



Accounting



Sales and  
Marketing



Human  
Resources



Dispositions

## SPOTLIGHT PROPERTIES

### CROWNE PLAZA

Dulles International Airport



- Impressive 20 percent YOY RGI Growth
- Top 10 percent Brand Leader in North America for Guest Satisfaction
- Multiple Year IHG Torchbearer and Quality Excellence Award Winner

### FAIRFIELD INN & SUITES

NY Avenue | Washington, DC



- Impressive 21 percent YOY Growth in ALL Channels
- 15 percent YOY RevPar Growth
- Unheard of Tenure, 15 percent Team Turnover allowing SharCon to develop leaders focused on success!

Experience the SharCon Management & Development difference and elevate your property to new heights of success. Contact us today to learn more about our comprehensive hotel management services.

## CONTACT US



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301.515.8855



[www.sharcon.com](http://www.sharcon.com)

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## OUR TEAM

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### **BILL CONWAY**

#### **Founder**

With 45+ years of hospitality experience, Bill has made a significant impact for his partners and ownership groups. Launching SharCon Management in 1990, Bill and the SharCon team continue to revitalize, renovate, rebrand, and reposition hotels and other assets.



### **ROCKY CONWAY**

#### **Owner and President**

As a 20+ year officer, Rocky leads SharCon Management with a distinguished career in hotel management, excelling in sales and marketing. He is renowned for revitalizing distressed hotels, driving exceptional market share earning him accolades for his ability to grow RevPAR.



### **COLIN BYRNE**

#### **Chief Financial Officer**

As former Chief Financial Officer for Keolis NA, Colin brings to SharCon seamless accounting processes and financial controls across the estate, ensuring accuracy and integrity for our clients.



### **MIKE McCARTHY**

#### **Chief Operations Officer**

Specializing in hotel repositioning and rebranding, Mike leverages his extensive background in operations, sales and marketing, and channel and revenue management with both franchised and independent hotels. He drives owner and brand metrics, ensuring profitability and satisfaction for ownership.



### **AL HAMDI**

#### **Chief Development Officer**

Putting in three decades of experience with IHG, Marriott, Wyndham, Choice and Cham Palaces, Al strategically grows and develops the SharCon estate both domestically and internationally by identifying the right SharCon services to create a winning partnership for its owners.



SharCon Management & Development, partners with these leading hospitality brands and is an approved operator and management company. With our dedication to excellence, SharCon ensures success.

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## CONTACT US

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