



# ANDREW FOOTE

## Joined in 2017

Andrew's career journey at Marriott began in Finance. Over the last couple of years, he took on special projects in analysis and asset management, which opened up opportunities. Andrew was named HQ's 2017 "Finance Rookie of the Year".

2 YEARS

### Mechanical Systems Engineer

*Bechtel Corporation*  
Virginia

Designed various mechanical systems as part of several large scale nuclear energy projects, including nuclear reactor cooling systems and robotic nuclear waste processing systems.

1 YEAR

### Senior Manager

*Americas Asset Management and Analysis*  
Headquarters

Collaborates across multiple disciplines and functions (including Development, Asset Management, Project Finance, OFS, etc.) to provide financial analysis support. Leads business cases, valuation projects, and asset management workouts.

1 YEAR

### Manager

*Americas Asset Management and Analysis*  
Headquarters

Supported America's leadership and various internal and external stakeholders by providing financial analysis support to assist in business decision making processes.



## Q & A

### How have you pursued different functions to build your career?

I started with MI in the Americas Asset Management and Analysis group and have been there ever since. My current responsibilities require me to collaborate with other departments and organizations on business cases, asset management projects, and new hotel development projects.

*These opportunities help me stay well-rounded and make informed decisions that will ultimately impact other groups/stakeholders.*

### What achievement are you most proud of during your time at Marriott?

I am most proud of my contributions towards the asset management workout with Host Hotels and Resorts on the Big Deal 2.0. This deal secured over \$900 million in capital to renovate 17 of Marriott's Host owned hotels in addition to securing long-term contract extensions and laying the groundwork for future collaborative negotiations.

*I feel fortunate to have worked with such an excellent team on a very impactful deal.*

### What is the top skill, mindset, or attitude that has helped you grow your career?

I believe strongly in exhibiting a "can-do" mindset and approaching every project/relationship with energy and enthusiasm. Going in with a positive attitude and the mindset that nothing is impossible is extremely important and sets the stage for a successful outcome.

### What career advice would you give to an associate in your field?

I would encourage associates to be open to different opportunities and taking risks. Coming to Marriott from a different industry and discipline was exciting but also made me nervous. There were many instances during my first year where I felt out of my comfort zone.

*These moments or experiences were the ones that taught me the most and are still the most rewarding and memorable.*

Try your best, be confident and genuine, and everything else will take care of itself.

### Favorite phrase

*"Always have the big picture in mind."*

It's easy to get lost in the weeds. Pause and take a step back to see the big picture and what the results will mean to the larger organization/strategy.

### Educational Highlights

M.B.A., Concentration Finance  
University of Maryland  
Robert H. Smith School of Business

B.S. in Mechanical Engineering  
University of Maryland

Certified Professional Mechanical Engineer (P.E.)  
in California, Thermal and Fluid Systems

Certified Six Sigma Yellow Belt

### Fun Fact

One of my hobbies outside of work is woodworking. I really enjoy working with my hands and taking on various DIY projects around the house—including installing a kitchen backsplash and building a canoe.

I am also passionate about mentorship. About a year ago I became a Big Brother to a middle school student in D.C. with the Big Brother Big Sister National Capital Area program.

*This experience has been amazing and rewarded me with a lasting friendship that I hope continues for life.*

