



Forrest Dougherty

Owner/President | Project Concierge

forrest@luminairehospitality.com | www.luminairehospitality.com

linkedin.com/in/forrest-dougherty-924aa8b

925-200-6357 (Cell)

Professional Summary

Dynamic and results-driven hospitality executive with a proven track record in sales, business development, and project management within the hotel and hospitality industry. Extensive experience in OS&E project development, strategic partnerships, and revenue growth. Adept at identifying business opportunities, developing long-term client relationships, and leading high-performance teams to achieve market expansion and profitability. Passionate about enhancing guest experiences through innovative hospitality solutions

Core Competencies

- ✓ Hospitality Sales & Business Development
- ✓ OS&E Procurement & Project Management
- ✓ Contract Negotiation & Vendor Relations
- ✓ Highly Organized
- ✓ Strategic Planning & Execution

Professional Experience

Owner/President / Luminaire Hospitality Services LLC (*Present*)

- Lead OS&E project development and procurement for luxury hotels and resorts, optimizing operational efficiency and guest experience.
- Collaborated with hospitality brands, ownership groups, and designers to deliver tailored solutions that align with brand standards and operational needs.
- Oversee full project lifecycle, including budgeting, vendor negotiations, and logistics coordination, ensuring seamless execution and cost-effective solutions.
- Develop strategic partnerships to expand business reach and enhance service offerings.

Western Regional Director – Northern Hemisphere
American Hotel Register Company (*Jan 2004 – Jan 2015*)

Account Executive – Commercial Division
Georgia Pacific (*May 1998 – Dec 2004*)

Education & Certifications

- **Foothill College, Los Altos** – Social Sciences
- **American Management Association (AMA) Certified** – Management Fundamentals

Affiliations & Honors

- **Honorary Commander**, Travis Air Force Base
- **Member**, **NEWH – The Hospitality Industry Network**

References

Available upon request.

