

## Contact

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(Company)

## Top Skills

New Business Development  
Business Strategy  
Strategic Planning

# Kevin O'Brien

Experienced Entrepreneur  
Atlanta, Georgia, United States

## Summary

Experienced Entrepreneur.  
Focus on Reoccurring Rental Revenue Business Models.

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## Experience

Posh Outdoors  
Co-Founder/CEO  
December 2021 - Present (2 years 5 months)  
Canada

The new glamping outdoor vacation segment and asset-class has taken the travel market by storm, quickly becoming the fastest growing segment of the \$5 trillion dollar annual travel industry both before and after the pandemic.

Posh Outdoors is developing luxury glamping chain bringing a new luxury standard to glamping and outdoor vacations; with iconic locations in nature, best-in-class glamping structures, amazing guest experiences, eco-responsible lodging practices and much more.

Our first development region is the Canadian Rocky Mountains where we will have 5-locations

Check out the video of our stunning first location Wilderness River Resort, 150 acres, 2 miles of glacier-fed riverfront and a 20 acre private island  
<https://www.wildernessriverresort.com/>

Monocle Yachts  
Partnerships  
2016 - 2020 (4 years)  
Miami/Fort Lauderdale Area

Monocle is utilizing a Sharing Economy model to build a global fleet of yachts. Providing -- i) yacht owner partners a solution to monetize their yachts and ii) consumers a trusted and simple way to access yachting vacations at disruptive pricing. Partnered w/ luxury travel clubs such as Inspirato and Exclusive Resorts. See --

## Meridian Modular Lodges

Co-Founder

2006 - 2015 (9 years)

Vancouver, Canada

Meridian's objective was to develop chain of large (300-plus rooms) luxury lodges (or hotels) for oil workforce accommodation in remote in USA/Canada oil field locations. Meridian had outsourced partnership with large overseas modular manufacturer to build steel-framed CSA a277 compliant housing modules listed with Intertek

Project suspended due to decline in oil prices

## Appliance Warehouse of America, a member of the CSC

ServiceWorks Family of Companies

Co-Founder

1990 - 2001 (11 years)

Atlanta

As MBA student, wrote business-plan for "Appliance Warehouse" ([www.Appliancewhse.com](http://www.Appliancewhse.com)) which rented in-unit washer-dryers to apartment complexes, their tenants and subprime consumers for \$35-\$55 dollars per/mo.

With classmate, launched business, rolled out throughout SE USA w/ 60%-plus EBITDA margins and successfully exited. Acquirer used the Appliance Warehouse platform to roll-out and scale to a national footprint with 60 markets.

Appliance Warehouse, w/ multi-\$100 million dollar valuation was sold as a key component of a portfolio of synergistic companies to UK Hedge Fund Pamplona Capital for \$1.4 billion.

Appliance Warehouse is one of the most successful start-up launched from the SMU business school.

## Auto Trader

Director of New Ventures

1995 - 1998 (3 years)

Norfolk, Virginia

Auto Trader Publishing was a result of a merger between Cox Communications and Landmark Communication publishing divisions with the merged entity having a billion dollars in revenue.

In-house entrepreneur responsible for acquisitions, launching and rolling-out new products.

Today, the print side of the Auto Trader business has been disrupted by the internet

## Atlanta Guest Services

### Co-Founder

1995 - 1996 (1 year)

Greater Atlanta Area

One of the largest providers of accommodations to sponsors of the 1996 Olympics

Rented numerous luxury apartment communities in the lease-up stage, furnished and hosted 1,000's of room nights (AKA Pop-Up Hotels)

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## Education

### Southern Methodist University

Masters Business Administration, Business · (1987 - 1989)

### University of Texas at Dallas - Naveen Jindal School of Management

Bachelor of Business Administration, Double Major -- Marketing & Finance · (1980 - 1983)

### Langara College

Diploma, Entrepreneurship · (1979 - 1980)