

REAL ESTATE

Mandarin Oriental hires sales director prior to residence launch

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Mandarin Oriental's new building in Honolulu

By STAFF REPORTS

Hospitality brand Mandarin Oriental is hoping to see an influx of buyers at its residences in Honolulu, HI with a new hire.

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Mana'olana Partners, the ownership entity of the Mandarin Oriental Hotel and Residences, Honolulu has hired Ian MacLeod as director of sales. The goal is to sell all 99 residences, which are likely to launch early this year.

"With a robust background in luxury real estate combined with unrivaled sales and marketing expertise, Ian is a terrific addition to our all-star team," said James Ratkovich, co-managing member of Mana'olana Partners, in a statement. "He joins us at a pivotal time as we prepare to launch sales for the catalytic building that will be a towering symbol of everything to come in the neighborhood.

"We're confident that Ian will expertly cultivate and enhance our presence in the high-end luxury market," he said.

Selling residences

Mr. MacLeod comes to Mana'olana Partners with a rich background in luxury development and premium city building throughout the United States and Canada. He has worked on many luxury projects including The Ritz Carlton Paradise Valley, Terranea Resort and Veranda Beach.

Luxuryhomes.com, a prominent sales site for luxury real estate, is another project of Mr. MacLeod's, who owns and manages the platform.

His hiring comes prior to the sales launch of Mandarin Oriental's residence, preparing the brand for a successful start.

"Honolulu is regarded as the most cosmopolitan city in the world and with the Mandarin Oriental being perhaps one of the most transformative projects that the city has ever seen, two remarkable forces are joined," said Mr. MacLeod in a statement. "I'm honored to be working alongside a world-class team as they bring to life a new premier Honolulu address for our future residents who will have the opportunity to own a piece of Honolulu's coveted

skyline."



Ian MacLeod. Image credit: Mana'olana Partners

The new Honolulu building will be a total of 743,000 square feet, with 125 guest rooms and 99 residences.

Mandarin Oriental Hotel Group is also opening its first location in Beijing, set to open early this year as well.

Mandarin Oriental Wangfujing, slated to open in 2019, will feature a rooftop terrace designed specifically for its views of Beijing. Named for its location, the new property is located in the Wangfujing district and includes a state-of-the-art spa ([see story](#)).

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