



P.K. GUPTÁ

TOP MANAGEMENT PROFESSIONAL

Project Management and Real Estate

Over 30 years with experience as a twin ability to perform functions of a CEO of a Real Estate Company and Project Director overseeing any Construction project be it High Rise, High end, Infrastructure, Gated Community Developments, Health care, Education, Corporate Social Responsibility projects and that of Head of SBU with P & L responsibilities of large corporations with many verticals.

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👤 CORE COMPETENCIES

- Real Estate & Project Management
- Strategic planning
- Process Enhancements
- System Implementation
- Contract Management
- Procurement
- Quality Assurance & Control
- Construction Management
- Risk Management
- Financial Management
- Disaster Management
- Techno-commercial Operations
- Product Costing & Profitability
- Team Management

🎓 EDUCATION

1976

B.E. (Honours) from BITS, Pilani; secured A+ grade

1978

M.Tech. (Structural Engineering) from IIT Kharagpur; secured A+ grade

👤 PERSONAL DETAILS

Date of Birth: 17th April 1955

Languages Known: English, Hindi, Arabic(spoken)

Nationality: Indian

Marital Status: Married

No. of Dependents: 1

Passport No.: Z1853201 (Valid Till 15/07/2019)

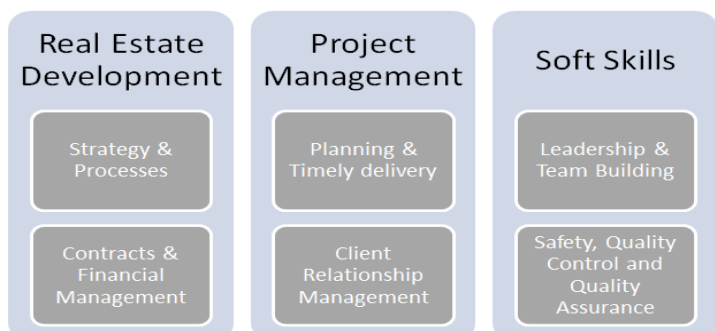
Visa Status: Resident Indian

Driving License: Valid Indian & UAE

PROFILE SUMMARY

- Proficiency in **managing project activities** and real estate entailing appointment of architects, detailed engineering, resource management, tender evaluation & contract management for large size construction projects such as **Burj Al Arab, Burj Khalifa**, so on
- Gained overseas exposure of working in various domains such as **Real Estate & Construction in India, UAE, Bahrain, Sultanate of Oman, Qatar and Europe (UK, France & Russia)**
- Exposure in **managing construction and real estate operations** starting from Land Acquisition through Government approvals and Statutory Clearances, Appointment of Concept and Detailed Architects, DPR ,Off plan sales. Organizing and fixing of pre –launch, launch and held back inventory pricing, estimation, tendering, site inspections, techno-commercial negotiations, finalizing Schedule of Payments, Raising Funds and Equity, Organizing and Managing Internal and Channel Partners, Collection of Dues, Raising of Timely Demands through Customer Services and attending to Customer Feedback settlement of bills and checking & obtaining approvals to ensure maximum profitability.
- **Special skill in setting up for Company having no Processes and Systems and Lacking Standard Operating and Efficient Monitoring Procedures.**
- It also involved thorough Review and Re-definition of the Strategic Objectives in line with Vision of Business in short term as well as in long term.
- Attract and Establish a high-performing Management Team, Lay down Processes and Systems to handle multiple projects with the knowledge, skills, energy and passion to make the mission and vision of the Company a reality.
- Lead a planning process that establishes annual goals, strategies and action plans that are consistent with the vision and mission of the Company.
- Lead a performance management process that ensures accountability at all levels of the organization and makes mid-course corrections in goals and strategies as necessary.

CORE COMPETENCIES



ENTREPRENEURIAL ASSIGNMENT

Since 08 2014	PKG Consulting Mumbai, Pune and Bangalore as Real Estate & Project Management Advisor
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The 1st company was formulated in 2008 based out of Dubai, UAE. The 2nd company is in process of being uploaded of which I am the founder but have kept myself in an Advisory role. Both companies provide online services of Consultancy on Real Estate and Construction providing best practices and specific on need basis processes and systems to efficiently run the Companies. The clients are focused in Middle East such as UAE & Qatar. The web based portal is planned to be on similar lines catering to specific guidance and consultancy for properties in the Indian market. Creating a web based property portal Rline Ontime Eservices Pvt. Ltd.

Key Result Areas:

As CEO of Real Estate and Project Director the Key Result Areas have been as under:-

Real Estate

- Ability to communicate the vision of the organization that inspires and aligns workforce to drive change in strategy.
- To pioneer and create strategic and tactical skills to develop capabilities of delivering results in a revenue (IRR)/margin/profit driven environment.
- Possess a strategic awareness and a strong customer orientation with a passion for delivering value to customers.
- Comfortable with the risks and rewards of an evolving marketplace.
- Business demands that I must have the flexibility to adapt to change, push my own personal and professional limits, the character to stand in the face of uncertainty and the judgment and experience to know which course to pursue.
- To lead a performance based team that ensures accountability at all levels and have made mid course correction in goals and strategy as necessary.
- Review and redefine the strategic objectives of business in short term as well as in long term.
- Providing Leadership and Management which is working closely with the Board.
- Projects, contracts, Procurement Management, Financial Management
- Inspiring others and act with honour and character.

Project Management

- Developing project baselines; monitoring & controlling projects with respect to cost, resource deployment, time overruns and quality & Safety compliance to ensure satisfactory execution of projects
- Monitoring construction activities to ensure completion of project within the time & cost parameters and effective resource utilization to maximize output
- Administering the preparation of monthly progress reports entailing progress & details for engineering, procurement, construction & commissioning activities
- Networking with architects, consultants, clients & contractors to ascertain technical specifications and construction related essentials, based on the prevalent rules
- Coordinating with external agencies for techno-commercial negotiations, preparation of tender / contract documents, cost estimates which includes billing, variation / deviation proposals, claims, so on

Accomplishments:

- Reduced costs by 25 to 35 % by implementing innovative troubleshooting / problem solving exercise such as using new techniques, alternate design and material .precast, post tensioned, green techniques
- Enhanced revenue for the company by 10% by streamlining processes and systems on standard operating procedures such as ERP etc.
- Handled major assignments such as Project Manager of the first tall tower (Dusit Dubai now Dusit Thani – 36 storeys) in Dubai. Completed two months before schedule and gave tremendous boost to the brand of the Company.
- Bagged the Excellence in Project Management Award, Leadership in Real Estate award by Ruler of Dubai.
- Received appreciation from the management for achieving total turn around of the working, leading to expansion of the Companies, motivation and team building and raising the brand of the Companies to the next level and enhanced customers trust and delight.

PREVIOUS EXPERIENCE

April'12 – Dec'13	Emaar MGF Land Ltd., Gurgaon, Haryana, India as CEO <i>Led & supervised 3 COOs managing team of 1000 personnel each.</i>
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Aug'09 – Aug'12	DSC / Jain Infra, Real Estate & Infra Operations, Dubai as CEO – International & Regional Head – Middle East & North Africa (MENA Region) & CIS Countries
Sep'07 – Jul'09	MAYTAS Properties & MAYTAS, Satyam Group of Companies, Dubai as CEO – Middle East
Aug'06 – Aug'07	NMSEZ, Navi Mumbai as Project Director – Navi Mumbai Special Economic Zone (NMSEZ) and Haryana SEZ <i>A 6 billion USD venture of Mukesh Ambani</i>
Apr'02 – Jul'06	ETA –ASCON / ETA Star, Dubai as General Manager – Operations <i>Largest group in Middle East in Real Estate and Construction based at Dubai</i>
Jan'99 – Mar'02	Orient Contracting Company (OCC) and seconded to Al Habtoor, Dubai as Commercial & Contracts Manager – Commercial & Construction Operations
Mar'95 – Dec'98	Muscat Engineering & Contracting LLC, Zubair Group, Muscat, Oman as General Manager <i>Zubair is one of the largest Real Estate and Construction Groups in Oman (Also sponsor of L&T).</i>
Jan'94 – Feb'95	Gammon India Ltd., Mumbai, India as General Manager
Jul'90 – Sep'93	Mid-East Constructors (Mannai Group), Doha, Qatar as Designation
Mar'78 – Jun'90	Military Engineering Services (IES), Pune as Project Manager & Client's Representative
Dec'76 – Feb'78	Engineers India Ltd. (EIL), New Delhi as Design Engineer & Consultant <i>~ Please refer attached Annexure for Project Details ~</i>

ANNEXURE

PROJECTS UNDERTAKEN

Significant Iconic Projects (Real Estate & Construction):

- Bid for **Burj Khalifa**, the tallest tower in the world, under Ascon NASA Multiplex JV in 2005. MEP work for Burj Khalifa was done by ETA Ascon. **ETA Star** was involved in joint Real Estate Operations with **Emaar** of Dubai. The Real Estate involved selling of residential, leasing /selling of commercial spaces and retail to anchor tenants.
- Involved in the final stages of Construction and handover of **Burj Al Arab** (Seven Star Hotel in the world) in 1999. Value about USD 650 million. Real Estate function was done under Habtoor Murray Roberts JV.
- **Construction & Real Estate of Tower No. 1** A 36 Storey Mixed use Dusit Hotel (Thai) operated (Dusit Thani) tower owned by Royal family (1999 – 01). Value about 100 million USD. One arm was leased to the hotel while the second one was leased on rental as Residential high end apartments.
- **Construction of Sugar Storage Shed at Jebel Ali Port.** A single circular shed of 125 diameter concrete periphery, 24 meter high with a 84 meter high dome glass roof. Went on Guinness book of World records then. Value of civil worked about 50 million USD. The dome was done by Mero of Germany (2003 to 2005)
- **23 Nos. Underground Concrete Garages/Parking.** Each garage served as podium to 3 towers (36 storey and above). The garages had three basement below ground.
- **Value of 23 garages was about 200 million USD at Jumeirah Lake Towers Dubai (2002 to 2005)**
- **Palladium Tower, 36 storey** for ETA Star,Dubai. A mixed use Tower at Jumeirah Lake towers cost of works about 100 million (2004-2006)
- **Grosvenor House at Sheikh Zayed Road**, 32 storey (mix use) tower on Sheikh Zayed road Dubai own by Royal family (Chairman of Emirates) Separate long span post tensioned slab Car park. Value 120 million USD (2003 to 2006)
- **Emirates Engineering Center**, for Emirates Airlines, a technical building at Terminal 2 of Dubai Airport approx 30000 sq ft which had all the IT control for overseeing, directing and coordinating the repair and major maintenance facility of Air craft incl A-380s which did not exist earlier. Cost about 100 million USD (2004 to 2006)(part of a 1billion USD project done by J and P of Cyprus)



- **Emirates Crew Training College** for Emirates where the pilot and crew are given in-flight training by simulating the same condition within the building. A highly sophisticated structure cost 200 million USD done in record time(2004 to 2006)
- **Gated Community consisting of Villas & Flats** up to 9 storey in Greens for Emaar Properties(See details attached)
- **200 high end villas at Al Barsha Dubai.** Value 80 million USD (2005 to 2007)
- **Flyover on Marina Dubai Single Span Concrete Bridge** 300 ft. approx post tensioned done in 9 months cost 50 million USD(2005)

At Emaar MGF Land Ltd., Gurgaon, Haryana, India:

Title: As CEO - Development spread over in 1200 Acres, 27 million sq. ft. Saleable Area over Construction Cost of approx. INR 7000 Crores of Residential, Commercial and Retail Developments PAN India primarily in Gurgaon

Role:

- Designed processes & systems for company lacking Standard Operating & Efficient Monitoring Procedures
- Reviewed & redesigned strategic objectives in line with vision of business in short term as well as in long term
- Developed & supervised a high-performing Management Team and designed & implemented processes & systems to handle multiple projects with knowledge, skills, energy & passion to make the mission and vision of the Company a reality
- Led a planning process that establishes annual goals, strategies & action plans that are consistent with the vision & mission of the company
- Supervised a performance management process that ensures accountability at all levels of organization and performed mid-course corrections in goals & strategies as necessary
- Identified new opportunities and resolved issues that the organization is facing
- Collaborated with internal & external stakeholders to build support for mission, vision, goals & direction of the organization

Residential Projects:

Title:

The Palm Drive

Description:

Palm Drive a residential project is one of the most advanced and modern estate in the city located in Sector 66 in **Gurgaon** city. Palm Drive property has enough space spread over 38 acres, 1478 units with a total saleable area of 3.27 million sq.ft for residence as well as for the recreation of the residents. There are total 42 towers. Total construction cost approx INR 600 crores. Area in square feet of the **Sky Terraces apartments** (Sky Terraces", (Iconic towers with Glass Facade/ 2 apartments per floor each condominium with an exclusive elevator): (3 Bedrooms - 3150, 3175), (4 Bedrooms - 3600 & 3625). Area in square feet of the Apartments. **The Premier Terraces** – 3 bedrooms: 1900, 1950 & 2125. Area in square feet of Apartment – 4 bedrooms: 2625. Area in square feet - Duplex - Penthouses (16th & 17th Floors) - 3575, 3650 & 4000.



Title:

Emerald Hills

Description:

Villa Plots at Emerald Hills - An Exclusive, Impeccably Planned, Secure & Gated plotted community spread over 124 acres, 2867 units with total saleable area 2.9 million sq. ft. Approx construction cost 1593 Crores. Villa Plots at Emerald Hills - an exclusive gated, secure, impeccably planned development in Gurgaon, spread across in approximately 140 acres. The gated community is located just on a prominent 90 mts. wide Extended Golf Course Road and also in near proximity to National Highway - 8. Emerald Hills consists of five enclaves (Jemma, Topaz, Ivory, Amber and Coral) of ultra-luxurious sun-washed villas with the finest textures and finishes. Each enclave follows the signature Spanish style, color palette and promises complete privacy with a quality of living that equals the very best. Lavish outdoor and indoor spaces, parks, sports facilities and shopping centre, all a short walk away complete the living experience at Emerald Hills.



Title:

Palm Hills

Description:

Palm Hills is one of the residential projects in Sector 77 of New Gurgaon which is the upcoming area Gurgaon spread over 25 Acres with total saleable area of 1.7 million sq.ft. Total number of 1048 units, in 86 towers. Approx construction cost 618 crores. 3BHK flats of ranges in 1450 square feet and 1575 square feet and 4 BHK flats in 1950 square feet. These apartments also come with an additional feature of flexible floor plans for end users who mean you are free to design your home in a way you have always thought of and show your creativity.



Title:

Palm Gardens

Description:

Palm Gardens is located adjacent to NH-8 in Sector 83, Gurgaon. It is a 22 Acres premium development with 8 acres of Sprawling Central Greens. Total saleable area 2.5 million sq.ft. Total number of units 1026. Approx Construction cost 336 crores. It offers 3 and 5 bedroom apartments,



duplexes and penthouses with ultra-modern facilities such as tennis courts, badminton courts, basketball courts, convenient shopping and car parking lots. Sample apartment will be ready in early December with high efficiency floor plans. The Project has the following features:

- Separate Towers with high-end specifications (Tower 4 & Tower 7)
- Villa Homes: Ground Floor Duplex

Title:

Description:

Palm Terraces Select

Palm Terraces Select, a fraction of the superior community of The Palm Drive is in sector 66 on the Golf Course Extension Road. Spread over 7.6 acres with 262 units and 16 penthouses total saleable area 0.69 million sq.ft. Estimated cost 355 crores. Palm Terraces Select with area of 2410-2670sq ft, 4/5/bhk apartments will have extensive recreational facilities that celebrate the outdoors, such as landscaped public areas, parks, jogging trails, walkways, an exclusive clubhouse and a golf driving range.



Title:

Description:

Marbella

Marbella is located at signature villa community in the sector 66 of the city of **Gurgaon spread over 109 acres (Phase I & II)**, Total number of units 417, Total saleable area 1.23 million sq.ft. Approx construction cost 583 Crores. It is one of the most posh areas in the city. The Marbella **property** at **Gurgaon** covers a total area of 110 acres, with avenues which are three gated. There are three villas of 267, 350, 500 Sqy. Villa Belleza, Villa Monada and villa Belinda has 5605 sq. ft, 6520 sq. ft and 8120 sq. feet area respectively. All these **Villas** are very airy and spacious. The **Villas** are all south facing and open on all the four sides.



Title:

Description:

Gurgaon Greens

High Rise Apartments spread over 13.5 acres has 672 three & four bedroom apartment with pent houses is located at Sector 102 Dwarka Expressway imposes its presence on the horizon of Gurgaon. Total saleable area 1.15 million sq.ft. Approx construction cost 392 crores. This residential project is fully laced with many ultra-modern services.



Title:

Description:

Ekaantam

The integrated housing project is sited at **Dwarka Expressway Sector 112**. High Rise towers offer 4BHK residential flats with sizes ranging from 2800 + square feet. Spread over 10.7 acres with a total saleable area 1.06 million sq.ft consisting of 385 units. Approx construction cost 375 crores. Some of the nearby areas such as Vasant Vihar, Connaught Place, Delhi, Gurgaon, Ansal Plaza, Dwarka Metro station, so on.



Title:

Description:

Imperial Gardens

Residential project Imperial Gardens located at Sector 102 Gurgaon spread over 12 acres with a total saleable area of 1.17 million sq. ft. consists of 580 units. Approx. construction cost 384 crores. Imperial Gardens offers 3 BHK apartments with modernized features like AC & Modular Kitchen, Total privacy, Garden Facing, Colorful & continuous landscaping, efficient use of space, so on



Title:

Description:

Mohali Hills

Close to Chandigarh lies the haven of **Mohali Hills**, Spread over **3000 acres**, currently developing 390 acres (including plots of 300 acres) with a total saleable area 3.08 million sq. ft. 1602 units plus 2466 plots. Approx Construction cost 433.5 crores. Mohali Hills will encompass residential plots, town houses and villas, supported by an integrated infrastructure of civic amenities including landscaped gardens, shopping and recreational centre. The project will also include educational institutions and hospitals and thereby create self-sustained communities. In addition, there will be provision for commercial hubs with IT spaces & offices. A gated mixed use community for those who appreciate the best that life has to offer. Mohali Hills evokes charm and character, perfectly complemented by nature. The best of schools, a retail centre and contemporary offices complete the master planned community.



- The Views – Elevated Living: Views are premier residential apartments currently under development and quality. The luxury homes at 'The Views' will reflect the global way of life and provide a new dimension to apartment living.
- The Villas are the second residential offering at Mohali Hills Designed by California-based Bossenian & Lagooni Architects, in three different architectural styles- Spanish, Andalusian, and Mediterranean, each Villa has a distinct individual style. The Villas are not just a perfect blend of style and form but also promise to be the epitome of fine living

- Individual residential plots spread across in three different sizes of 300 sq yards, 400 sq yards and 500 sq yards.
- The Terraces – Independent floors, Villa Lifestyle: It comprises independent low-rise villa homes, featuring the high design standards and premium amenities at attractive price points. Each family can occupy one entire floor of “the terraces” with independent access and enjoy unhindered lifestyles of these true value homes.
- Central Plaza was the first commercial project in Mohali Hills and is under construction. Having a blend of Spanish Architecture and the versatility of an Indian Shopping Complex

Title:

Description:

Gomti Greens at Lucknow

Located at Gomti Nagar Extension Sector-7 Lucknow is a LDA Approved Township, spread over Approximate 226 acres with total saleable area of 2.9 million sq. ft., 1029 plots. Approx cost of infrastructure 250 crores. On the SultanPur Road, near Amar Shaheed Path. 500 m. from Proposed International Cricket Stadium, 14 km away from airport, 12 km away from Railway Station and 10 km from Hazrat Ganj. Has space for clubhouse, school, hospital, commercial malls and office spaces with world class Infrastructure. Environment-friendly technologies used across the project.



Title:

Description:

Indore Greens

Set in a pristine natural, environment friendly setting merely 2 kms from the airport spanning over 126 acres of lush greenery with saleable area of 1.33 million sq.ft., 530 plots. Approx cost of infrastructure 100 crores. Indore Greens is one of the most exclusive, self-sustaining communities in all of Central India. A secure residential haven that many aspire for but only an elite few can achieve. Offering a variety of **luxurious villas, premium apartments** and a plethora of leisure and retail options, a school, contemporary offices and a business hotel.



Title:

Description:

Jaipur Greens

100% JDA Approved Township, Strategically located next to Jaipur Special Economic Zone - future driver of growth spread over 158.5 acres of exclusive premium residential gated community of 790 units with total saleable area of 2.14 million sq.ft. only on infrastructure of about 125 crores. Easy access through 200 ft Jaipur Ajmer NH 8 Express Highway to the city areas and the city centre. Exclusive plots for Luxury Premium Bungalows, Group Housing etc.. Space for clubhouse, school, hospital, commercial malls and office spaces. Roads, telecommunication, electric & water supply and drainage system at par with world class infrastructure. Environment friendly technologies used in STP and rainwater harvesting.



Chennai

Title:

Description:

Esplanade

Spread over approximately 14 acres (Esplanade & Avenue), Esplanade is one of the largest housing development within the jurisdiction of Chennai Metropolitan Development Authority. A well-planned, integrated community of upscale, well – appointed apartments of up to approximately 1500 square feet each, the Esplanade community offers homes that are tailor made to suit customer requirements.



Title:

Description:

The Avenues

The 2nd phase of Esplanade named The Avenues. Presenting 2/3 Bhk apartment with region covering from 986sq ft to 1412 sq ft. with total saleable area 0.4 million sq.ft. Approx construction cost 100 crores. The plan is situated on Thiruvottiyur High Road in Chennai property. THE AVENUES at the boardwalk in North Chennai, is a flourishing locality in the midst of all contemporary conveniences and facilities.



Commercial / Retail Projects:

Title:

Description:

The Palm Square

An integrated corporate office cum retail complex set on 3.5 acres with 271 units (86 shops +185 offices). With over 40,000 square feet of retail space spread over two floors. Typical Floor - 20,000 Square feet Typical Floor - 20,000 Square feet approx. construction cost 90 crores. The building is equipped with 100% power back- up, central air conditioning, high-speed elevators, state-of-the-art communication, video surveillance and life safety equipment, all managed through a sophisticated Building Management System.



Title:

Description:

Emerald Plaza

Emerald Plaza, Gurgaon Sector 65 is a street-style retail and SOHO format office spaces development spread over in 4-Acres of land at Emerald Hills, Sector-65, Golf Course Extension Road, Gurgaon with



saleable area of 0.37 million sq.ft comprising of 563 units (258 shops plus 305 offices). Approx construction cost 100 crores. It houses three floors of Retail Space and 8 Floors of Office Space. Ground + 9 floors have retail sizes 222 Sqft- 1500 Sqft and office sizes 512.37 Sq. ft. - 857.74 Sq. ft.

Title:

Capital Towers at Downtown

Description:

The Capital Tower-1 is G+12 floors, is newly launched premium office development in Gurgaon - Capital Tower 1 at Downtown, strategically located at the gateway of Gurgaon, next to Guru Dronacharya Metro station, on M.G. Road, Gurgaon. A unique mix of function, form and style, inspired by the very best of international architectural designs. The entire complex boasts of international quality specifications and craftsmanship and maximum utilization of every square foot of space. Total area of approx 0.36 million sq.ft. spread over 3.8 acres with Floor Plate 30,000 sq.ft (approx) Ground Floor has Office Lobby, Convenience Retail, Restaurant & Cafés Large and efficient open space plans with centrally located core design. Fully air conditioned building with 100% power back-up and high speed elevators. Equipped with modern life safety and security system.



DIGITAL GREENS

Title:

Digital Greens

Description:

Digital Greens at Sector-61 on Golf Course Extn. Road, Gurgaon is an integrated corporate office complex providing the commerce aspiration. Spread over an approx. area of 17 acres with a total saleable area 0.86 million sq. ft. in two towers, consisting of 619 units. Total construction cost 221 crores. Tower A - 3, 50,000 sq. ft. approx. and Tower B - 5,00,000 sqft. approx., Digital Greens commercial project presents the user a complete and satisfying experience.

At DSC / Jain Infra, Real Estate & Infra Operations, Dubai:

Title:

As Regional Head & CEO International - Development of Real Estate and Construction Company in Dubai, Qatar, Middle East, Colombo and MENA Regions

Role:

- Created & trained a top notch executive team committed to meet short & long terms goals of the company
- Established & grown DSC / Jain Infra Ltd business in the Middle East & North Africa including CIS countries meeting the financial & non-financial targets as established by business plan and as agreed time to time
- Developed & established relationships with vendors, strategic partners & customers which results in long term mutually beneficial relationships
- Ensured that the company meets local government expectations / rules / regulations and developed long standing relationships with various governmental bodies & individuals including local agent
- Investigated opportunities in other sectors / geographies in the the MENA & CIS countries and developed business plans to capitalize on them
- Identified & took direction from DSC / Jain Infra Management / board on regular basis and meet all directives & expectations; created systems & processes between corporate and MENA, CIS branch to ensure timely decision making, action & smooth functioning
- Ascertained that the stakeholders delight index is surpassed

Challenges:

- After having finalized the project development parameters namely the completion of concept plans and the project going on the off sales plan route, the other important route was timely delivery.
- The next most Important challenge in my role was to deliver quality project on time and within cost. This was easier said than done in the fastest construction growth environment in the world.
- The Project Managers, the project development staff namely the architects, detailed architects and the detailed engineering consultants including supervision consultants were of multi-ethnic origin from UK, USA, Arab, Philippines & predominantly from Indian subcontinent. The workforce was from Indian subcontinent.
- There was no outsourcing of labour hence labour sustenance and their productivity was also a vital responsibility of the Operations to justify monthly wages which were paid without exception on 20th of every month.

Accomplishment:

- Delivered projects on time within budget to sustain an exponential growth of the company have been consistent.

At MAYTAS Properties (Real Estate) & MAYTAS, Dubai:

- Residential, commercial, IT Parks, SEZ, integrated townships, hospitality, entertainment, so on
- 1st year (06/07) of operation turnover – \$95 million
- Existing land bank to support 100%+ YOY growth
- Jubilee Hills Landmark Projects (JHLP) – An NCC – ICICI – Maytas joint venture. Located adjacent to KBR Park, this 5.7 acre site will include a 5 star hotel, luxury apartments and high-end retail space
- Jubilee Hills Park View - Overlooking the tranquil KBR Park in Jubilee hills, this property will have over 70,000 Sq. Ft. of space and will house IT offices and residential buildings

- SEZs at Gopanpally and Mysamaguda

Title:	Construction of Head Race Tunnel & Muran Masonry & Concrete Dam, Orissa
Client:	Trafalgar House Constructions (Tunneling), U.K.
Title:	Construction of Mumbai-Pune Expressway, Section: 'A' - Kon to Chowk, Maharashtra
Client:	IJM Corporation Berhad, Malaysia
Title:	Construction of Chennai Bypass, Tamil Nadu
Client:	IJM Corporation Berhad, Malaysia
Title:	Construction of Singapore Class Township in Pocharam, near Hyderabad, Andhra Pradesh
Client:	Cesma International Private Ltd., Singapore
Title:	Construction of Dam, Spillway & Power Intake Package of Koldam Hydro Electric Power Project, Himachal Pradesh
Client:	Nishimatshu Constructions Co., Japan
Title:	Gowtami Power Plant, Kakinada, Andhra Pradesh
Client:	Pacific Power International, Australia
Title:	Vamsadhara Project, Andhra Pradesh
Client:	Ozaltin, Turkey
Title:	Indirasagar Project, Andhra Pradesh
Client:	Ozaltin, Turkey
Title:	Hyderabad Elevated MRTS Project
Client:	Italian-Thai Development Public Company Ltd., Bangkok

Designation: CEO – Middle East Operations

Role:

- Instituted & grown Maytas Infra Ltd. (Dubai branch) and Maytas Properties Middle East business in the Middle East & North Africa, met financial & non-financial targets as established by business plan and as agreed from time to time
- Established Maytas Infra Ltd. & Maytas Properties ME as one of the top 20 reputable companies in Dubai / Abu Dhabi for Infrastructural development within 3 years with demonstrable year on year achievements
- Created & trained a top notch executive team committed to meet short & long terms goals of the company
- Developed & established relationships with vendors, strategic partners & customers which results in long term mutually beneficial relationships
- Ensured that the company meets local government expectations / rules / regulations and developed long standing relationships with various governmental bodies & individuals including local agent
- Investigated opportunities in other sectors / geographies in the ME and developed business plans to capitalize on them
- Identified & took direction from Maytas Infra & Maytas Properties management / board on regular basis and meet all directives & expectations; created systems & processes between corporate and Dubai branch to ensure timely decision making, action & smooth functioning
- Ascertained that the stakeholders delight index is surpassed

Accomplishments:

- Maytas Infra Ltd. Company was formed with unlimited license and as a branch of foreign company approved by Dubai Municipality alongside Maytas Property Middle East as an off shore company with a work order of USD One billion in record three months' time starting from scratch.
- Formulated business model to develop a real estate arm and provide a platform for in-house construction company which could grow world class and then become an independent profit centre while real estate company; key objective aligned with business consisted of:
 - o Develop an organisational culture that nurtures and encourages service excellence, quality and a mindset of getting it right the first time, every time
 - o Establish solid, positive & productive working environment by understanding role and needs of all staff members
 - o Implementation of systems to motivate both management and staff members in order to facilitate / enhance their individual performances to achieve corporate objectives
 - o Develop a skill-based management/supervisory structure to adapt a consistent and proactive approach towards continuous improvement and successful future planning
 - o Train & develop staff by providing personal development, training and growth opportunities for all
 - o Build up and monitor self-directed work teams
 - o Implement a skill-based management / supervisor structure to achieve a consistent, proactive management approach to continuous improvement and forward planning

At Navi Mumbai Special Economic Zone, (NMSEZ) Mumbai:

Title: Special Economic Zone

Description: Worked as Project Director of the biggest Special Economic Zone (Mukesh Ambani Venture) in the world ever developed by private developer encompassing approximately 145 sq. kms. of world class development which includes processing & non-processing areas encompassing multi-product and various product specific SEZ's.

Role:

- Dealt with Jurong Singapore & EDAW AECOM as Master Planners & International Program Managers such as AECOM MAUNSELL, CH2M HILL, JACOBS, MACE, TURNER and DELLOITTES who report to me for the delivery of the development
- Led & supervised a team of over 600 staff from the level of Director Planning to Managers on all facets of SEZ from Master Planning, Urban Planning, Engineering & Design, Construction, Project Management & Controls, Business Commercial, Procurement, Material & Logistics as well as dealt with outside governmental & private agencies
- Liaised with Mumbai Trans Harbour Link Project, Rewas Port Project, Navi Mumbai Airport and all regional developments
- Developed a world class Commercial & Residential, Processing & Non-processional business hub with state of art technology totally and seamlessly integrated and run through world class business processes & entire IT, SAP, ERP operations underlying the way the project deliverance takes place

At Mid-East Constructors (Mannai Group), Doha, Qatar:

Title: Construction & Refurbishment of Executive Offices at Moscow

Client: Mannai Corporation, Moscow

Designation: Project Coordinator & Client's Representative

Title: Construction of Sulphur storage & handling complex at Doha, Qatar and at Montreal, France

Client: Qatar Petroleum Company

Consultant: SORFESID, France

Designation: Project Manager and Lead Civil Engineer

At Military Engineering Services, Pune

Title: Workshop for Armoured Vehicles -Project 'Gulmohar' with Polish Technology

Client: Ministry of Defence. Government of India

At Engineers India Ltd. (EIL), New Delhi

Title: Urea Plant at Panipat, India

Consultant: Kellogg of USA