

Beshoy Baskharon, PMP MBA

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Senior Development Manager, Real Estate

Experienced Development Manager, PMP, with strong architectural background over 21 years of complete full-cycle development, construction, and new acquisition experience. Created value and led delivery in residential (low rise & high rise), ICI & mixed-use developments across the different asset stages: visioning, feasibility, scoping, design, financials, permits, property rights, launch & construction delivery to handover.

EDUCATION

PMP, Certified Project Management Professional, (PMI - USA)

MBA, Hult International Business School – Dubai/ Shanghai/ Boston 2013 (Distinction, Dean's List)

MSc in Construction Management, The University of Birmingham, U.K. 2002 (Distinction)

BSc in Architectural Engineering, Alexandria University, Alexandria, Egypt 1999

Certificate in Real Estate Development, National University of Singapore 2007, and Cornell University 2019

VOLUNTEER EXPERIENCE

- Member of the Board of Directors at HMC Connections, Ontario – Dec 2021 – Present
- External Member on the Corporate Development Committee at St. Patrick's Home of Ottawa – Dec 2021 – Present

PROFESSIONAL EXPERIENCE

Senior Development Manager - Real Estate

Aldar Properties PJSC

02/2018 - Present

Working at the largest real estate developer (\$2.4B revenue in 2021), reporting to the Director of Real Estate Development. Direct a team of 5 development executives overseeing a range of ongoing & pipeline projects in line with the 5-year portfolio strategy.

- Leading all stages of large scale mixed-use real estate developments from initial product development definition, acquisition, design direction, pro-forma modelling, sales launch, construction through to customer handover.
- Directing the land development parcelization of Waters Edge 2 site (43 acres) complete with planning approvals to sell 30 mid-rise residential mix use plots infrastructure ready for other building developers.
- Directing all design, development, commercial, legal, marketing and sales activities towards launch of multi-billion P3 mixed use developments – Saadiyat Lagoons (\$4.6B) & Bal Ghaiylam (\$3B) towards sales launch in Q4 2022.
- Creating financial models, de-risking & sensitivity analysis of developments, sales promotions based on targeted segmentation & market feedback to accelerate sales & collections to achieve above set relevant sales margin.
- Collaborating on phased development launches with internal & external working relationships with governmental entities & National Housing to negotiate, and reach agreement with Research, Sales, Marketing, Construction, Finance, Legal, Procurement, Customer Management, Investment, ERP (Oracle), and other stakeholders.
- Reviewing & approving lease agreements including operational start-up & management of unsold assets.

Senior Project Manager

Aabar Properties LLC – Mubadala Investment Co.

02/2015 – 01/2018

Worked at one of the largest sovereign wealth fund firm's real estate arm, reporting to the Head of Development. Accountable for all design management for residential & hospitality projects with established guidelines.

- Design management and liaison between hotel operator, interior designers, F&B consultants, site construction team & consultant for High Rise Hotel & Residence at Business Bay (\$435M).
- Prepared development pre-concept design proposal & feasibility studies for existing land bank in coordination with other internal stakeholders, authorities' permits. Monitored KPI's on projects to control budget & schedules.
- Managed construction projects to maintain vision, budget targets, analysis & control of change orders.

Project Manager

Yahsat – Mubadala Investment Co.

03/2009 – 02/2015

Worked at one of the largest sovereign wealth fund telecom subsidiary. Reported to the COO, directed a team of 12 direct reports.

- As the only architect/ building specialist, managed, coordinated, accountable for project outcome. Directed the scheduling, design, delivery of the high-risk Yahsat Satellite Station, Data Centre and HQ (\$150M).

- Directed on time completion within budget of ICI design-build procurement. Collaborated on design development with consultants to ensure high spatial efficiency and in charge of workforce demand planning activities.
- Guided the corporate real estate activities of fit-out and facilities operations, inclusive of creating processes/ protocols for the building facilities operation & maintenance activities. Deadline for project completion was critical to specific timeslot for launch readiness to meet the HQ & Military Satellite & Data Centre launch time mandates.
- Reported timely Opex & Capex results to provide variance from maintenance strategy and business plan initiatives.
- Created all processes/ protocols for the building facilities operation & maintenance activities for 200 employees.

Design Project Manager

Dubai World Trade Center LLC

02/2008 – 12/2008

Worked at largest MICE operator in the MENA region. Reported to the senior real estate development director. Managed a team of seven consultants & multiple internal design stakeholders to deliver the design for the DWTC Jabel Ali Hotels & Expo Plaza development.

- Negotiated competing hotel operators' brand expectations & internal departmental requirements through varied brand offering analysis. Guided the design consultants to reflect this on approved design.
- Consulted with internal senior management & designers to coordinate scheduling/delivering design documentation for construction and ensuring design control procedures were followed.
- Guided & reviewed project scope compliance with RIBA work stages & all design documentation to guarantee feasibility studies matched design brief and other real estate development financial parameters were met.

Design Project Manager

Sama Dubai LLC - Dubai Holdings

01/2007 – 01/2008

Reported to the Program Director for one of the leading real estate developers. Managed the team of consultants to deliver the design package of Dubai Creek Harbor Development

- Documented approved project close-out activities of the master plan consultants: reviewed contract deliverables and negotiated closeout obligations to proceed to detailed buildings' development.
- Procured engineering services & developed concepts to enable third-party developer sales.
- Reviewed and approved overall design delivery schedules of the consultants (Microsoft Project) in coordination with site & sales activities.

Project Architect

Kannfinch Group PTY

08/2005 – 12/2006

Reported to the Senior Associate. Managed site engineering team of 4 engineers to guide a design & build project for Carillion for the successful completion of the Crowne Plaza & Events Centre at Dubai Festival City.

Reviewed project AutoCAD and specifications to ensure delivery of accurate construction records; reviewed and approved materials, method statements, pre-qualification documents, inspection site quality control.

Design Architect

WS Atkins - SNC-Lavalin Group/ Eco Group

08/1999 – 07/2005

Design architect working on various, high-rise residential and low-rise commercial properties of varying budgets such as Cairo Regional Bus Terminal (\$49M) and HQ for Takreer/Atheer (\$83M).

SUMMARY OF MAJOR PROJECT CONSTRUCTION COSTS – PORTFOLIO MATERIALS AVAILABLE ON LINKEDIN

Saadiyat Lagoons (\$4.65B), Bal Ghaiylam (\$3B), Water Edge (\$515M), Mamsha (\$507M), The Bridges High Rise (\$280M), Mayan (\$234M), Jawaher (\$100M), Reflection High Rise (\$80M), Waters Edge 2 (\$250M)
The-Wave tower (\$63M), Kite Residences (\$40M), & The Views high-rise (\$155M), Lamar Residences (\$133M)
DWTC Jabel Ali Hotels & Expo Plaza (\$1.8B)
Dubai Creek Harbour 70 million square feet (\$18B)
Dubai Festival City – Crowne Plaza & Expo Center (\$450M)