

SANJAY TANWANI

DEVELOPMENT DIRECTOR

ATKINS (Member of SNC Lavalin Group)

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PROFILE

Sanjay leads the international portfolio within Atkins' Cities and Development market. A masterplanner by profession, Sanjay heads the masterplanning / urban design business in Atkins - UK and has over 14 years of experience in delivering complex large-scale development projects across 15+ countries.

Sanjay's core range of skills include accessing and advising on real estate opportunities considering 'holistic view' across multiple facets for clients ranging from developers, private equity venture capitalists to Sovereign Wealth Funds.

Sanjay considers masterplanning as a collaborative pursuit and is passionate about design innovation working together as a team with economists, architects, engineers, transport planners and landscape architects.

CORE COMPETENCIES

- Establishing new & nurturing existing client relationships.
- Developing business plan / strategic direction for international C&D.
- Lead multi-disciplinary teams to deliver large-scale complex projects.
- Building and growing a strong, diverse and cohesive team.
- Project Management for projects <£4m.
- Operational / financial accountability of the team performance. Ownership of P&L.

ACHIEVEMENTS & AWARDS

- Growing and retaining a world-class masterplanning team of 15 staff (up from 6 members).
- Consistently delivering stretch targets and doubling the revenue from masterplanning projects in 3 years.
- 2016 - Global CEO Award for contribution to Atkins (1 of 4 recipient globally).
- Led 3 competition winning entries for masterplanning projects - converting to multi-million multi-disciplinary projects.
- M.Arch - Development Solutions Full Scholarship (Uni. of Nottingham).
- B.Arch - Gold Medal for excellence in design (Annual University Award).

Relevant Experience

Development Director – Cities & Development (International)

Atkins Ltd, London

2016 – Present

- Client advisor guiding through delivery process and investment decisions.
- Strategic client & partner interface to ensure client centric delivery.
- Setting and implementing strategic vision and business plans.
- Direction and leadership of high profile multi-disciplinary projects.
- Leading project visioning workshops with clients and stakeholders.
- Presentations

Principal – International Masterplanning

Atkins Ltd, London

2014 – 2016

- London studio head for masterplanning and urban design.
- Lead designer on award winning multi-disciplinary projects.
- Manage major bids in collaboration with consortium partners and specialists.
- Deliver large scale multi-disc projects upto £4m, and deliver +15% margin.
- Mentoring and developing junior team members through career progression.

Senior Urban Designer

Atkins Ltd, London

2008 – 2014

- Actively involved in concept design and development through to delivery.
- Co-ordinating multi-disciplinary major bids.
- Mentoring and developing junior team members through career progression.

Associate

TRIPP – Indian Institute of Technology, New Delhi

2005 – 2007

- Designing and implementing new methodology in projects
- Researching and analysing design concepts and
- Preparing and delivering presentation to bureaucrats and ministers

Other Roles

Advisory Board Member – LEAF International 2018

November 2017 – PRESENT

Governor & Real Estate Committee – Goodenough College
(Royal Charity)

September 2012 – August 2015

Chair of International Relations Committee – Goodenough College
(Royal Charity)

September 2013 – August 2014

Education

Masters in Architecture (Urban Design)
University of Nottingham, U.K.

First Class
2007 – 2008

Bachelors in Architecture (India)
Maharaja Sayajirao University, India

Gold Medal
2000 - 2005

Other Qualifications

Prince 2: Practitioner (UK Project Management)

2011 – 2016

Diploma in Management: Level 5 (Chartered Management Institute)

2009 – 2010

TECHNICAL EXPERTISE

- Large-scale Masterplanning
- Site specific advisory on development opp
- Tourism led Urban development
- Mixed-Use developments
- Urban Regeneration
- Urban Design Guidance
- Transport Oriented Development (TOD)
- Smart cities integration
- Residential capacity and typology study
- Community Consultation & Stakeholder Participation
- Presentations to Heads of State, Royal Families and Ministers

PUBLIC SPEAKING / PUBLICATIONS

- 2018: Chair, Panel Debate - Challenges / Opportunities in Design and Technology
- 2018: Panel Debate - Opportunity Arabia, British Expertise - Strategy International
- 2018: Panel Debate - Webinar, Architecture for Human Experience
- 2017: Expert Panelist - Conference, European Architecture Forum, Berlin
- 2016: WAN (World Architecture News) - Atkins' plan for Rabat gets underway
- 2015: Film - Our Values - Strategic Partnerships - Example of Rabat
- 2013: Urban Design Journal #119 - Prototypes for sustainable neighbourhood
- 2011: The Economic Times - Editorial Interview: Sanjay Tanwani
- 2010: Angles Magazine, Atkins external publication: Community By Design

PROFESSIONAL ASSOCIATIONS

Chartered Management Institute, UK
Urban Design Group, UK
Council of Architecture (India)

SOFTWARE SKILLS

Adobe Creative Suite;
AutoCAD;
SketchUp;
MS Office

PORTFOLIO



Scan or click to view
relevant online portfolio

Top 5 Projects

Wessal Bouregreg, Morocco

Cultural Destination

Client Type: JV between 5 Sovereign Wealth Funds

August 2014 – Present | Role: Project & Client Director | Size: 120ha

Project Director and design lead for competition winning entry masterplan of a new cultural destination. As one of the most important projects in North Africa, the development includes Zaha Hadid's Grand Theatre, National Library, House of Arts, retail / commercial and residential along with public squares and park.

Diriyah Gate, Saudi Arabia

Heritage-led Development

Client Type: HRH Crown Prince

July 2017 – Present | Role: Project & Client Director | Size: 750ha

Project Director responsible for developing the vision strategy and masterplan for Diriyah Gate, considered as the birthplace of the Kingdom. This sensitive, 750ha site includes the UNESCO World Heritage Site and aims to be one of the world's best cultural destinations offering unique experiences and insight into the history, culture and values of Saudi Arabia.

Panama Pacifico, Panama

TOD / Mixed-use

Client Type: Developer funded by HNWIs

(2010 – 2013) 2016 – Present | Role: Project & Client Director | Size: 2500 ha

Client Director for one of the biggest mixed-use development in the world, developed on the site of previous US Air Force base. The development aims to become a thriving new sustainable city across the canal from Panama City with strong focus on lifestyle living.

Terhills Development, Belgium

Tourism Destination

Client Type: Private Equity / Venture Capitalist

2012 – 2014 | Role: Lead Masterplanner | Size: 350 ha

Masterplanner for tourism & leisure based regeneration on a former coal mine in the region of Limburg.

Riyadh Central Area, Saudi Arabia

Urban Regeneration

Client Type: Local Development Authority

2011 – 2013 | Role: Lead Masterplanner | Size: 1500 ha

Urban designer for regeneration strategy for 1500 ha central area of Riyadh. The project proposes strategic solutions to solve challenging transport, demographic and land use issues along with developing cultural / leisure offerings.

International Experience

UK & Europe

- Terhills – Bipool Masterplanning, Belgium
- White Rocks Development, Malta
- HMS Rooke, Gibraltar
- Ely Urban Extension, United Kingdom

Middle East

- Diriyah Gate Development, Riyadh, Saudi Arabia
- Riyadh Central Area Redevelopment, Saudi Arabia
- Sohar Masterplan, Oman

Africa

- Wessal Bouregreg Masterplan, Rabat, Morocco
- Mixed use waterfront, Tangier, Morocco
- Lake Naivasha Tourism Destination, Kenya

Central America

- Panama Pacifico Masterplan, Panama
- Participatory Plan for EcoCity Navarro, Cali, Colombia
- Manizales Urban Framework, Colombia
- Central Avenue, Panama

Asia

- Framework for Future Proofing Aluva, Kerala, India
- Navi Mumbai Special Economic Zone, India