

# Paul McConnell

Portfolio of Selected Projects from Paul's CV

## Overall Synopsis of Paul's 43 years in the Development & Construction Industry



Paul McConnell is currently acting in an advisory capacity as CEO for a Saudi real estate/developer based in Riyadh, prior to this he was a C-Suite Executive COO for Saudi PIF responsible for overseeing large scale portfolio developments. Paul has over four decades of experience with a strong financial accrument in the field of Feasibility/Master Planning/Development/Design/Construction and Fast Track Delivery of high profile iconic International Resorts. Paul has spent twenty six years of his career working in the Middle East on some of the largest and most iconic projects in the world at CEO/ C-Suite COO/ Senior Director and General Manager level. Paul has worked very closely with high profile personalities inclusive of Mr Donald Trump, The Al Thani family, The Maktoum family and various government entities worldwide such as FIFA. Paul has worked as a Developer, a Consultant in Project Management and as a Main International Contractor delivering some of the most prestigious fast track projects in the world. Holding the position of Senior Director on the iconic Katara Towers (5 and 6 Star International Hotels) representing the flagship for the FIFA World Cup 2022 in Qatar. Paul held the position of Senior Director for the main developer of the iconic International Resort Palm Island Dubai, overseeing the developments of the main iconic towers international resorts, being responsible for projects exceeding in value of 2 Billion USD. Paul has managed and delivered Iconic High-Rise Towers, Major Retail Developments, 5 and 6 Star International Hotels, Mixed Use High End Residential Development, Gated Communities, International Airports, Grade A Offices, Hospitals, Schools, Stadiums, Equestrian and 4 Major International Golf Courses. All projects inclusive of associated infrastructure. Paul has worked for high profile companies at senior level inclusive of PIF, Katara Hospitality, Emaar, Nakheel, Al Futtaim, Mace, Arabtec Construction.

## EXECUTIVE OVERVIEW OF PAUL'S CAREER

<ul style="list-style-type: none"> <li>Saudi Developer Major projects in negotiations</li> </ul>	CEO in an Advisory Capacity to The Chairman	Private Developer	Confidential
<ul style="list-style-type: none"> <li>Saudi Government Entity Renovation of 9 existing palaces to be converted into Boutique 5* &amp; 6* International Hotels</li> </ul>	C-Suite COO (Reporting Direct to The Board)	Government Developer/ Operator	4,800,000,000 USD
<ul style="list-style-type: none"> <li>Katara Towers 5* &amp; 6* International Hotels Branded Apartments High End Retail</li> </ul>	Senior Director (Dual Role Representing The Board)	Developer	1,500,000,000 USD
<ul style="list-style-type: none"> <li>International Resorts</li> <li>5 No 5* International Hotels</li> <li>2 No International Golf Courses</li> <li>Shopping Mall</li> <li>Marina Conference Centre</li> <li>5000 No. Luxury Villas/ Branded and serviced apartments</li> </ul>	Acting COO Level (Dual Role as an Advisor to The Board)	Developer	2,400,000,000 USD

## EXECUTIVE OVERVIEW OF PAUL'S CAREER

• 2 No 5* International Hotels Shopping Mall 300 No. Luxury Apartments Equestrian	Sr. Director of Projects	Project Management	562,000,000 USD
• International Resorts Palm Jumeirah Donald Trump Tower (5* Hotel) Atlantis Tower (5* Hotel) Luxury Apartments Mega Yacht Marina Beach Club	Senior Director	Developer	1,500,000,000 USD
Stadium Ernie Ells International Golf Course & Club House David Lloyd Tennis Academy La Liga Football Academy 1000 No. Luxury Villas Luxury Residential Apartments	Director	Developer	500,000,000 USD

## EXECUTIVE OVERVIEW OF PAUL'S CAREER

- Dubai International Financial Centre,  
Index Iconic Tower, Banks & Retail  
Luxury Residential Apartments  
Offices      Senior  
Project Manager      Project  
Management      700,000,000 USD
- International Golf Course & Clubhouse  
200 No. Luxury Villas  
Roads, bridges and infrastructure  
Schools      Senior  
Project Manager      Developer      120,000,000 USD
- Grand Hyatt 5\* Hotel  
International Racecourse  
International Airport  
Sheraton 5\* Hotel      General Manager      Main  
Contractor      242,000,000 USD

## EXECUTIVE OVERVIEW OF PAUL'S CAREER

• 3 No. 50 Storey Towers Residential Apartments Roads/Bridges/Heavy Civils Hospital	Senior Project Manager	Main Contractor	600,000,000 USD
• School/ College Shopping Mall Retail Park Largest Cold Store in UK 4 x Hotel & Sport Centre	Project Manager	Main Contractor	69,000,000 GBP
• Business Park Office Block Development Broadgate 4 No 50 Storey High Rise Towers	Construction Manager	Main Contractor	300,000,000 GBP
• London Hospital Shopping Mall Office Block High Rise	Senior Engineer	Senior Engineer	70,000,000 GBP

**Note: Most of the projects that Paul has been involved in from Engineer to CEO have involved heavy civils/ infrastructure/ services and utilities.**

**As acting CEO / C-Suite COO, Paul's typical roles and responsibilities include but not limited to :**

- Delivery of the projects at strategic level overseeing the projects from inception to completion.
- Strategic level leadership inclusive of business growth, company strategic vision
- Identifying potential new developments and expanding company portfolio
- Delivery of the projects from inception to completion covering the following:-
- Feasibility study, Business Modelling, setting of budgets/capex's
- Setting target budgets/capex's/cash flow/contingencies with risk assessment analysis
- Liaise, coordinating with financial institutions (third party)
- Setting the costs and contractual parameters of the contract
- Determining profitability of the project (IRR)
- Commercial and cost control aspects inclusive of budgets, cash flow, contingences, payments
- Market strategy/sales research/branding/leasing
- Master Planning/Urban Planning/Zoning/Compliance with Environmental Regulations
- Land acquisition/ site acquisition/ legality of conveyancing
- Master Strategic Programming setting intermediate milestones and key milestones
- Liaising and coordinating with government entities
- Setting out parameters for facility management
- Defining tender and procurement strategy
- Land acquisition and legality of conveyancing
- Development and finalizing of all contracts for third party stake holders
- Tender and bidding for the appointment of consultants and contractors
- Negotiations and the award of consultants/contractor and specialist subcontractors
- Overseeing design, procurement of the project
- Overseeing the construction and delivery of the project
- Claims and disputes
- Value engineering and quality control
- Sustainability GSAS compliant
- Health and safety
- Facilities and utilities management

## Hospitality Project:

Lusail Towers, Qatar

Client: Katara Hospitality (Part Government)

Hotel Operators: Fairmont 5\* International

Raffles 6\* International

### Senior Director/Client's Representative for two Iconic Towers in Qatar.

Responsible for managing, co-ordinating and delivering the project from concept to handover of 2 Iconic Towers in excess of 210m high for the Fifa World Cup 2022. Mixed Used Development consisting of 5\* & 6\* International Hotels, Residential, High-End Retail and Leisure.

*Value cannot be disclosed due to confidentiality.*

Architect: DAR

Contractor: HBK

537 Keys, 49 Serviced Duplex Apartments around 240m<sup>2</sup>, Outlets 24 comprising of 9 International Cuisine Outlets serving the hotels and 15 Outlets for leasing at ground floor level varying from F & B to High End Retail

**Sustainability** : Katara Towers' Development at Lusail has become the first hospitality project in Qatar to receive certificate for GSAS for the Design & Construction achieving a 5\* standard.



## VIDEO BY DRONE OF THE PROGRESS OF THE LUSAIL TOWERS PROJECT





**VIDEO SHOWING THE MAIN ATRIUM FINISHES OF THE RAFFLES 6 STAR  
INTERNATIONAL HOTEL LUSAIL TOWERS PROJECT**



## VIDEO OF TIME LAPSE SHOWING FAST TRACK CONSTRUCTION OF THE LUSAIL TOWERS PROJECT



**PAUL MCCONNELL RECEIVING THE HIGHEST WARD FROM SHEIKH ALI AL THANI ROYAL FAMILY FOR THE SUCESSFUL DELIVERY OF THE ICONIC TOWERS FLAGSHIP OF QATAR**



### **Insight to Paul's Character:**

*"I feel that during this period of euphoria for the Fifa World Cup 2022, it is time to mention the unsung heroes. As Katara's Director, responsible for the Lusail Towers project, I was very privileged to have worked with over ten thousand construction operatives who were responsible for the construction and delivery of the Lusail Towers. These individuals are the back bone of the construction industry, I take my hat off to each and everyone of them."*

**Paul received an award from Sheikh Ali Al Thani for 20 Million Man Hours on the project without any major injury.**





## Mixed Use Project:

Hospitality, Residential and Retail

Fairmont and La Marina Rabat

Client: EMAAR International Development - Morocco

## Major Development in Morocco (Acting CEO)

Responsible for managing, co-ordinating and ing five mixed used developments in Morocco. From concept to execution. These projects included the construction of 5\* international hotel with branded serviced apartments, marina, shopping malls, conference centres, luxury apartments, villas and a golf course. Projects designed to **Embellish Local Moroccan Architecture and History** to exceed the highest standards and services, offering luxury accommodation. The hotel has 274 units, apportioned in rooms, suites & residences. The stylish and well appointed guest rooms offer the very best in comfort and privacy.

Value cannot be disclosed due to confidentiality - budget set \$2.4 billion

Architect:

Contractor: TGCC

## Marina Residential





# Fairmont 5\* International Hotel Morocco



**International Resorts  
Leisure Project with Mixed Use Project  
Hospitality, Residential and Retail**

**Donald Trump Tower, Palm Jumeirah, Dubai  
Client : Nakheel Development**

**Senior Project Director For Palm Jumeirah  
Overseeing the Donald Trump Tower – 75 Storey 5\* International Hotel  
& Luxury Apartments, Mega Yachting Marina, Shore Line Apartments and the  
David Lloyd Tennis Academy**  
*Total estimated value \$1.1 billion approx.*

Architect: Atkins  
Contractor: Murray & Roberts  
378 Keys, 397 Apartments, 10 International F & B Outlets





## Leisure and Sports

**Client : Nakheel Dubai Sports City  
David Lloyd Tennis Academy,  
Stadium**

**La Liga Football Academy**

**International Golf Course**

**Architect: Brewer Smith Brewer Gulf**



## Leisure & Residential

### Golf Course with Mixed Use Development

#### Al Badia International Golf Course and Luxury Villas

Client : Al Futtaim

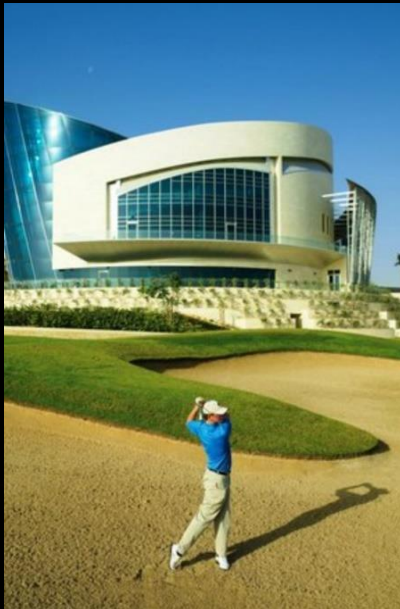
Senior Project Manager responsible for the concept, design, procurement and construction of a Robert Trent Jones International Golf Course with an International 5\* Club House Luxury Villas located around the Golf Course perimeter.

Architect: Robert Trent Jones

Contractor: Al Naboodah

50 Keys, 2 F&B Outlets for the 5\* International Club House.

## Al Badia Golf Course & Luxury Villas





**Photos of other projects that Paul has been responsible for both in Project Management or Main Contracting:**

Dubai International Financial Centre –  
Snr Project Manager for MACE International



Grand Hyatt 500 key Business Hotel -  
Snr Project Manager for Arabtec/Depa Construction



**Dubai Airport Terminal 2 – Snr Project Manager for  
Arabtec/Depa Construction**



**Broadgate Development London – Construction  
Manager for Gleasons Main Contractor**

