



## **PAUL MCCONNELL**

### **PERSONAL DETAILS**

**NATIONALITY** : British  
**MARITAL STATUS** : Married  
**CONTACT DETAILS** : Mob (UK) 00447856239381  
Mob (Saudi) 00966539678223  
E-Mail: [suzanne\\_mcconnell@hotmail.com](mailto:suzanne_mcconnell@hotmail.com)  
Skype Address: suzannemcconnell

**HEALTH** : Excellent

### **EDUCATION HISTORY**

**Bircham Newton  
Civil Engineering College** : City & Guild Civil Engineering Certificate  
(No 1 Civil Engineering College in UK) 1978/1979

**Southbank Polytechnic  
London** : OND in Building and Civils  
Degree Building and Civils  
CIOB Part 1 & 2  
PMP Certificate

**Management  
Courses Qualified In** : Business Development and Modeling/Feasibility  
Claims/Disputes, Rights & Remedies  
Arbitration  
GSAS  
LEEDS Attested  
BIM (3D Modelling)  
F.I.D.I.C. Forms of Contract (Design & Build)  
F.I.D.I.C. Forms of Contract  
JCT 80 Form of Contract  
JCT 63 Form of Contract  
DOM 1/2 Form of Contract  
NSC/4 Form of Contract  
ICE 6<sup>th</sup> Addition Form of Contract  
Business Planning and Viability Studies  
Claims/Disputes, Rights & Remedies  
ISO 9000 QA/QC  
CDM Regs  
Health & Safety Courses (Nebosh)  
Planning (Primavera Version 6)  
Risk Assessment  
Value Engineering  
Design & Build Management  
Tendering and Achieving Contract Award  
Senior Management Skills  
Professional Interviewing  
First Aid Certificate Holder

## **CAREER OVERVIEW**

Paul McConnell is currently acting 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 Delivery of high profile iconic projects on an international basis. 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 Palm Island Dubai, overseeing the developments of the main iconic towers and real estate, 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**

• Saudi Developer Major Projects in negotiation	CEO in an Advisory Capacity To The Chairman	Private Developer	Confidential
• Saudi Government Entity Renovation of 9 existing palaces to be converted into Boutique 5* and 6* International Hotels	C-Suite COO	Government Developer/ Operator	4,800,000,000 USD
• Katara Towers 5* & 6* International Hotels Branded Apartments High End Retail	Senior Director	Developer	1,500,000,000USD
• 5 No 5* International Hotels 2 No International Golf Courses Shopping Mall Marina Conference Centre 5000 No. Luxury Villas/ Branded and serviced apartments	Acting CEO Level	Developer	2,400,000,000 USD
• 2 No 5* International Hotels Shopping Mall 300 No. Luxury Apartments Equestrian	Sr. Director of Projects	Project Management	562,000,000 USD
• Donald Trump Tower (5* Hotel) Atlantis Tower (5* Hotel) Luxury Apartments Mega Yacht Marina Beach Club	Senior Director	Developer	1,500,000,000 USD

<ul style="list-style-type: none"> <li>Stadium Ernie Ells International Golf Course &amp; Club House David Lloyd Tennis Academy 1000 No. Luxury Villas Luxury Residential Apartments</li> </ul>	Director	Developer	500,000,000 USD
<ul style="list-style-type: none"> <li>Dubai International Financial Centre, Index Iconic Tower, Banks &amp; Retail Luxury Residential Apartments Offices</li> </ul>	Senior Project Manager	Project Management	700,000,000 USD
<ul style="list-style-type: none"> <li>International Golf Course &amp; Clubhouse 200 No. Luxury Villas Roads, bridges and infrastructure Schools</li> </ul>	Senior Project Manager	Developer	120,000,000 USD
<ul style="list-style-type: none"> <li>Grand Hyatt 5* Hotel International Racecourse International Airport Sheraton 5* Hotel</li> </ul>	General Manager	Main Contractor	242,000,000 USD
<ul style="list-style-type: none"> <li>3No. 50 Storey Towers Residential Apartments Roads/Bridges/Heavy Civils Hospital</li> </ul>	Senior Project Manager	Main Contractor	600,000,000 USD
<ul style="list-style-type: none"> <li>School/ College Shopping Mall Retail Park Largest Cold Store in UK 4 x Hotel &amp; Sport Centre</li> </ul>	Project Manager	Main Contractor	69,000,000 GBP
<ul style="list-style-type: none"> <li>Business Park Office Block Development Broadgate 4 No 50 Storey High Rise Towers</li> </ul>	Construction Manager	Main Contractor	300,000,000 GBP
<ul style="list-style-type: none"> <li>London Hospital Shopping Mall Office Block High Rise</li> </ul>	Senior Engineer	Main Contractor	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.**

### **DETAILED EMPLOYMENT HISTORY**

**Saudi Developer  
CEO**

**November 2024 to present**

**Major Projects in Negotiation**

**Value – due to confidentiality cannot be disclosed**

**Boutique Group (PIF)** **April 2023 to October 2024**  
**C-Suite COO based in Riyadh Saudi Arabia**  
**9 Major Project converting palaces to boutique hotels high end 5 Star International/Mixed Use**  
**Entertainment/Hospitality**  
**Value – 4.8 Billion USD**

Responsible for the overseeing of the following:

- Lead the strategic direction /growth and execution of the development portfolio achieving the company's vision in compliance with the market trends and Board expectations and development objectives.
- 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
- Stakeholder management engaged with government entities, investors, and partners to secure approvals , funding and strategic alliances.
- 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

**Early retirement for one year**

**May 2022 to April 2023**

**Katara Hospitality** **July 2018 to May 2022**  
**Senior Director/Developer for two Iconic Towers in Qatar**  
**211m high, Mixed Used Development consisting of 5\* & 6\* International Hotels, Residential & High-End Retail – Value - 1,500,000,000USD**

- Reporting to the Board of Katara
- Execution of the Project from Business Plan to Handover
- Business Plan/Feasibility Study/Setting of Budgets
- Development and Finalising of all Contracts for Third Party stake holders
- Land Acquisition and Legality of Conveyancing
- Master Planning

- Market Strategy and Sales Research
- Defining Tender and Procurement Strategy
- Setting the Budgets
- Costs and Contractual Aspects of the Contract
- Profitability of the Project
- Tender and Bidding for the Appointment of Consultants and Contractors
- Negotiations and the Award of Consultants/Contractor and Specialist Sub Contractors
- Overseeing Design, Procurement of the Project
- Overseeing of the Construction of the Project
- Commercial and Cost Control Aspects inclusive of Budgets, Cash Flow, Contingences, Payments etc
- Claims and Disputes
- Value Engineering and Quality Control
- Sustainability GSAS compliant
- Health and Safety
- Facilities and Utilities Management

**International Developer Emaar/Subsidiary**  
**Acting CEO Level**

**March 2014 to June 2018**

**5 No. Mixed Used Developments in Morocco, consisting of: 5 No 5\* International Hotels with Branded and Serviced Apartments, Marina, Shopping Malls, Conference Centre, Luxury Apartments/Branded Villas and Serviced Apartments, Golf Courses – Value \$2.4 billion**

Responsible for the overseeing of the following:

- Lead the strategic direction /growth and execution of the development portfolio achieving the company's vision in compliance with the market trends and Board expectations and development objectives.
- 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
- Stakeholder management engaged with government entities, investors, and partners to secure approvals , funding and strategic alliances.
- 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

**iMCC (Client & Project Management)****May 2010 – March 2014****Senior Director of Projects****Khalifa City, Abu Dhabi, 2 No. 5\* International Hotels, 400 Luxury Residential Apartments, Shopping Mall, Equestrian - Value \$562 Million.**

Responsible for Managing and Overseeing the following:

- Tendering/ Estimating and Negotiations for the Award of New Projects with potential clients
- Cost Management and Project Management of the Projects
- Reporting to the Client's Board
- Supporting the Client's Representative on all Technical/Contractual/Commercial issues
- Development of Master Planning
- Design, Development, Project Delivery
- Appointment of Consultants/Main Contractor/Specialist Sub Contractor
- Commercial and Legal aspects of the Company
- Marketing and Sales Strategy
- Planning, Procurement, Construction
- Tender and Contract Procedures
- Overall Design
- Co-ordination of all Third Parties/Stake Holders
- Main Contractor/Specialist Sub Contractors
- Facilities and Utilities Management
- Claims and Disputes
- Quality Control
- Value Engineering
- Sustainability and Leed compliance
- Health and Safety

**Nakheel (Developer)****February 2006 to February 2010****Senior Project Director****Donald Trump Tower, The Palm - 75 Storey 5\* International Hotel & Luxury Apartments, Mega Yachting Marina, Beach Club - Value \$1 Billion**

Responsibilities:

- Reporting to the Board
- Managing and overseeing the Execution of the Project from Business Plan to Practical Completion
- Managing and overseeing the Feasibility Study
- Setting the Budgets, Cash Flow, Contingences
- Master Planning
- Responsible for Land Acquisition
- Responsible for Profitability of the Project
- Managing Marketing and Sales
- Overseeing the Tender and Bidding for the Appointment of Consultants and Contractors
- Overseeing Negotiations and the Award of Consultants and Contractors
- Managing and overseeing the Design, Procurement and Construction
- Responsible for Facilities and Utilities Management
- Managing the Development and Finalising of all Contracts for Consultants/Main Contractors and Third-Party Developers
- Responsible for Overseeing all Costs and Contractual Aspects of the Contract
- Overseeing the Tender and Procurement Strategy
- Claims and Disputes
- Sustainability
- Quality Control
- Health & Safety

## **Nakheel (Developer)**

### **Senior Project Director**

**Major Stadium, Ernie Ells International Golf Course, David Lloyd Tennis Academy,  
1000 Luxury Villas, Retail Units, Luxury Residential Apts. - Value \$500,000,000**

Responsibilities:

- Managing the Project from Business Plan to Practical Completion
- Master Planning
- Managing Third Party Developers
- Managing the Design and Construction
- Responsible for Facilities and Utilities Management
- Interfacing with Marketing and Sales
- Overseeing the Tender and Procurement Strategy
- Overseeing the Tender and Bidding process for the Appointment of Consultants and Contractors
- Overseeing Negotiations and the Award of Consultants and Contractors
- Managing the Development and Finalising of all Contracts for Third Party Developers, Consultants and Main Contractors
- Overseeing all Costs/Budgets and Contractual Aspects of the Project
- Managing the Execution of the Project
- Managing the Various Operators and Developers
- Liaising with Various Government Bodies

## **Mace International Ltd (Project Management)**

**April 2004 to February 2006**

### **Senior Project Manager**

**Dubai International Financial Centre - Value \$700 Million**

**Index Iconic Tower, 10 No. High Rise Buildings 20 storeys for banking, retail, grade A offices, penthouse suites and luxury residential apartments, high end retail fit out, 2 storey car park and podium, services and utilities.**

Responsible for Managing and Overseeing the following:

- Cost Management and Project Management of the Projects
- Reporting to the Client's Board
- Supporting the Client's Representative on all Technical/Contractual/Commercial issues
- Development of Master Planning
- Design, Development, Project Delivery
- Tender and Contract Procedures
- Appointment of Consultants/Main Contractor/Specialist Sub Contractor
- Commercial and Legal aspects of the Company
- Marketing and Sales Strategy
- Planning, Procurement, Construction
- Overall Design
- Co-ordination of all Third Parties/Stake Holders
- Main Contractor/Specialist Sub Contractors
- Facilities and Utilities Management
- Claims and Disputes
- Quality Control
- Value Engineering
- Sustainability and Leed compliance
- Health and Safety

**Senior Project Manager**

**Developer – Project Management- Value \$120 Million**

**Robert Trent Jones International Golf Course & Club House, Sales & Marketing Building with Canals and Features, 200 Luxury Villas, Schools, Roads, Bridges, and Infrastructure**

**Responsibilities:**

- Manage Design from Feasibility Concept to Detail Plan.
- Set Budgets.
- Appoint Design Team.
- Appoint Main Contractor.
- Set Up All Procedures.
- Project Manage the Construction of the Various Projects from Pre-contract to Post Contract.

**Main Contractor Arabtec/Depa Fit Out**

**October 1997 - April 2001**

**General Manager**

**Grand Hyatt Hotel Design & Build & Fit Out – Value \$100 Million**

**Responsibilities:**

- Developing New Markets
- Business Development
- Overseeing the Tendering/ Estimating and for Future Projects
- Overseeing the Bidding/ Negotiations/ Award of New Projects with new and old Clients
- Responsible for Appointment of Consultants and Subcontractors/Suppliers
- Execution of all Projects from Design to Handover
- Overseeing Marketing, Strategy and Implementation
- Growth and Development of the company with current and new Clients
- Overseeing Profitability of the company
- Responsible for Staffing and HR
- Responsible for Commercial and Legal aspects of all projects
- Responsible for Finance, Accounts, Budgets/Cash Flow and Taxation
- Responsible for Procurement/Logistics
- Overseeing the design of the project

**Senior Project Manager**

**Design & Build & Fit Out of Nad Al Sheba Racecourse – Value\$ 12 Million**

**Responsibilities:**

- Overseeing the design of the project
- Overseeing all tendering and negotiations with potential clients
- Overseeing all business plans and company expansion
- Overseeing all contractual and commercial aspects of the company
- Overseeing the construction of all the projects
- Responsible for achieving all the budgets set for the project
- Overseeing all company policies
- Overseeing all marketing aspects of the company

**Senior Project Manager**

**Design & Build & Fit Out of New Dubai Airport Terminal Fit Out - Value \$80 Million**

**Responsibilities:**

- Responsible for the interface with all third parties and the client
- Overseeing the design of the project
- Overseeing all tendering and negotiations with subcontractors and suppliers
- Overseeing all contractual and commercial aspects of the project



- Overseeing the construction of the project
- Responsible for achieving all the budgets set for the project
- Overseeing all company policies
- Overseeing all marketing aspects of the company

#### **Senior Project Manager**

**Design & Build & Fit Out, 30 Storey New Build & Refurbishment (whilst hotel was occupied) of 5 Star Sheraton Bahrain – Value \$ 50 Million**

- Liaise with Operator and Clientele (whilst hotel was occupied) during the Full Execution of the Project.
- R.C. Piling and Sub Structure.
- R.C. Super Structure Frame with Pre-cast Cladding.
- Construction of new wing to existing hotel.
- Fit Out of 400 Rooms, Royal Suites, Executive Suites, King and Junior.
- Fit Out of Ballroom, Prefunction, Main Lobby, Lobby Lounge, All Day Diner.
- Fit Out of Chinese Restaurant, Italian Restaurant, Sports Bar.
- New Construction of Gymnasium, Health Club, Sports Bar, Night Club.
- New Construction of Lobby Lounge.

#### **PT Mivan Indonesia (Main Contractor Turn Key)**

**March 1993 – October 1997**

#### **Senior Project Manager**

**3 No 60 Storey, High Rise Towers with Underground Car Parks - Value \$600 Million**

- RC super / substructure, curtain walling, amenity buildings with swimming pool, installation of M.E.P. works, with fit out of finishes. Multinational workforce. Landscaping and infrastructure work integrated with government authorities. QA/QC contract.
- Construction of new roads and bridges and all associated infrastructure.
- Installation of services and utilities including desalination plant and pump station.

#### **Senior Project Manager**

**Great Ormond Street Hospital, London - Value £10 Million**

- Underpinning and new RC structure integrated with existing building. High spec fit out in the occupied building. New lift installation with services and air conditioning. Major repair work to existing fenestration. Six floors of high spec fit out. Services installation for specialist wards i.e., operating theatres etc.

#### **Peter Birse (Main Contractor Turn Key)**

**September 1988 – March 1993**

#### **Senior Project Manager**

**Design & Build New Technical College – Value £12 Million**

- Stone pile foundations, RC and steel frame sub and superstructure. Precast floor with brick and curtain wall cladding. 8m-barrel vault roof construction. Art rooms, science laboratories with metalwork and carpentry rooms. High spec fit out throughout. Air conditioning and new lift installations. New car park with deep drainage systems.

#### **Senior Project Manager**

**Shopping Mall - Value £40 Million**

- High End Mixed Retail Outlets, Restaurants & Coffee Shops, Individual Boutique Outlets, Key Anchor Stores i.e., Sainsburys, Marks and Spencer, Ikea, Tesco.
- Carrying out Retail Fit Out for Tenants

**Senior Project Manager**  
**Office Block & Largest Cold Store in UK - Value £7 Million**

- Steel frame on RC foundations, special insulation cladding, brick cladding, timber roof, refrigeration insulation and high spec fire protection system.

**Senior Project Manager**  
**D & B Hotel, Sports Centre and Time-Share Apartments - Value £30 Million**

- All sports facilities, ground stabilization to car parks, vibro-compaction to main building areas and civil works including RC bridge construction, 52-bedroom hotel and new road construction. Insitu and precast piling to main building, 6 floors high with steel portal frames and precast floors. RC retaining walls and diaphragm walls, RC sub station and RC pump station. New swimming pool, tennis / squash courts and gymnasium, all to national standard. Stone, curtain walling and brick clad building elevation, traditional timber and steel pitched roof. Complete fit out of hotel, sports center and time-share units.

**Gleesons (Main Contractor Turnkey)**

**September 1984 – September 1988**

**Project Manager**  
**Business Park - Value £8 Million**

- 1000 space car park, ground stabilization. Precast driven piles with ground bearing RC slab and beams, steel portal frames, RC service yard and RC retaining walls. Heavy civils infrastructure with deep tunneling and headings. External cladding. MEP Fit Out. Retail Fit Out.

**Construction Manager**  
**Legal & General Office Development – Value £36 Million**

- RC piled foundations. Larson sheet piled and earthwork support systems, deep drainage and new road construction. RC pumping station and L.E.B. station. Diaphragm walls and RC retaining walls. RC, power floated raft foundations. On site batching plant set up for precast yard. 6 floor RC superstructure rotundas with 8 no. stairwells and 6 no. lift shafts. Metal radius columns with waffle deck features and radius beams and floors. High spec fit out.

**Construction Manager**  
**Broadgate Office Development, 4 No 50 Storey Towers and Podium Phase 1 & 2 – Value £300 Million**

- RC, power floated raft foundations. RC 500 wide retaining walls. RC insitu piled foundations. Precast piling with RC insitu pile caps. 22 Floor steel frame building with metal decks and lighttag floors.

**Higgs and Hill (Main Contractor)**

**August 1978 – September 1984**

**Senior Engineer/Junior Construction Manager (Overbury Subsidiary to Higgs & Hill)**  
**Refurbishment of Government Public Building York House (Listed Bldg.) 10 Storey Building – Value £6 Million**

- Refurbishment of façade (Portland Stone). Refurbishment of sash windows, refurbishment of external iron work and lighting, refurbishment of internal joinery, timber wall panels, doors frames and architraves. Refurbishment of existing Parquet flooring. Refurbishment of existing ceilings and redeck inclusive of forming new capitals and gold leaf painting. Complete MEP works overall redeck, new installation of fit out and FF & E inclusive of artwork and artifacts.

**Senior Engineer****London Hospital, 35 Storey Building – Value £40 Million**

- R.C. piling and substructure. R.C. and steelwork super structure. Lighttag metal deck and structural floors. Curtain walling façade combined with stone, marble and brick lower elevations. High spec fit out with high spec services.

**Engineer****Canterbury Shopping Mall – Value £20 Million**

- High End Mixed Retail Outlets, Restaurants & Coffee Shops, Individual Boutique Outlets, Key Anchor Stores i.e., Marks and Spencer, Ikea, John Lewis
- Carrying out Retail Fit Out for Tenants

**Junior Engineer****Office Block, London – Value £10 Million**

- Office block refurbishment granite and marble cladding to existing structure. Additional floors using composite RC and precast construction. New 16 floors RC structure to rear of existing building. High spec M & E fit out.