

# Vimal Agrawal

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## PROFESSIONAL HIGHLIGHTS

- 30+ years experience in the real estate and construction industry in Dubai.
- Extensive experience in various aspects of project management including financial planning, marketing, strategies, brand positioning with core expertise in project execution
- A thorough understanding of various factors of design, pre contract, post contract, tendering, construction process reducing cost by value engineering, controlling design gaps and negotiating lump sum fixed rate contracts.
- **Headed real estate business in Dubai and worked as Vice President with DAMAC Properties Dubai.** Delivered many very high end quality projects on time on budget right from concept to completion.
- Created a long term vision and strategy for a new entrant in the Dubai property market. **Achieved US\$ 500Mn revenues on the initial investment of US\$ 100Mn within 2 years.**
- Extensive experience working with and managing leading Architects, Contractors, Interior designers, Cost controllers Research and law firms etc.
- Honest, result oriented, hard working and professional with strong negotiation skills.

### SHJ International

Director

Dubai and India

*Feb. 2014 - Present*

- Providing project management services with end-to-end solutions for real estate developers.
- Consulting on project design and execution for commercial and residential projects
- Helping local developers with market research, branding, customer relationship management
- Consulting leading local contractors on improving construction quality, ensuring on time delivery, cost management and resource optimization
- Identifying opportunities for select real estate investments

### Maytas Properties

Chief Executive Office

Dubai, UAE

*Mar.2009 - Mar 2014*

- Responsible for establishing Dubai operations under the directive of the Group Vice-Chairman including setting the company vision and strategy, securing requisite licences and building team
- Potential savings of USD 150 Mn by reviewing prior investment decisions and initiating divestiture of risky assets.
- Revised project feasibility analysis and identified potential areas for mitigation of risk.
- Engaged with top management of the key developers like Emaar, Nakheel, Dubai properties, dubai-Land, Meeras Holding, Cultural Village to identify potential investment avenues.
- Explored joint venture opportunities with firms like ETA, Varkey Group, Al Futtaim Group

**Sheth Estate International**  
Head- Dubai Operation

**Dubai, UAE**  
*Oct. 2005 - Feb. 2009*

- Worked independently with company founders to set up the Dubai operations
- Led the day-to-day operations of the company, including project management, sales & marketing, financial planning and implementation of business strategies
- Launched the “IRIS” brand and led marketing and branding initiatives to make it a well recognized name
- Prepared extensive direct and indirect sales plans. Hosted an investor gathering for leading industry professionals with a footfall of 2000
- Enforced stringent quality norms and closely monitored projects to ensure no deviation in contracted price, proposed timelines while maintaining highest quality standards
- Acquired land banks worth USD 270 Mn in prominent upcoming districts in Dubai like - Business Bay, Dubai Marina, Maritime City, Cultural Village
- Built strong partnerships and working relations with multiple stakeholders including top architects, consultants, law firms, contractors and research firms in the Middle East region like - WS Atkins, Norr Consultants, DP Architect, RMJM, RSP Singapore, SOM, Al Tamimi & Co., Lufti Associates, Al Habtoor Engg., Al Ahmadiya Construction, Arabtec, ACC, JLL, E&Y, Jurong Intl. Awarded contracts worth USD 130 Mn.
- Provided design and development support for various projects including the landmark Beau Monde, Mumbai

**Damac**  
Vice President

**Dubai, UAE**  
*Mar. 2001 - Sep. 2005*

- Promoted to Vice President, Projects for end to end management of projects worth USD 700Mn from concept to delivery
- Increased revenue by 15-20% above estimates through maximization of saleable area by applying advanced design concepts
- Achieved 10-12% savings on estimated project costs by value engineering
- Established structure and policies for Project Management department handling management of two residential and commercial projects
- Oversaw the complete design process from concept, tendering, approvals, tender analysis, negotiation to award of contract of Marina terrace , The Waves in Dubai Marina and The Lakes in JLT.

**Al Habtoor Murray & Roberts**  
Projects Coordinator

**Dubai, UAE**  
*Jan. 1997 - Feb. 2001*

**Emirates Universal Construction**  
Partner & General Manager

**Dubai, UAE**  
*Feb. 1995 - Jan. 1997*

**Almulla Construction**  
Deputy Project Manager

**Dubai, UAE**  
*Oct. 1992 - Jan. 1995*

**Intex Construction**  
Division Manager

**Nairobi, Kenya**  
*Dec. 1987 - May. 1992*

**Kazerooni Contracting**  
Project Manager

**Manama, Bahrain**  
*Nov. 1983 - Oct. 1987*

**Ministry of Housing & Reconstruction**  
Projects Engineer

**Baghdad, Iraq**  
*Dec. 1981 - Nov. 1983*

## **EDUCATION & PROFESSIONAL AFFILIATIONS**

- Member of the Royal Institute of Chartered Surveyors, **UK**
- 'Management of Real Estate' certification, Real Estate Regulatory Authority of **Dubai, UAE**
- Internal auditors certification for sector specific solutions, Bureau Veritas (BVQI), **UK**
- BSc and D.Civil Engineering, Vaishnav College of Engineering, India

## **MEDIA COVERAGE**

- <https://gulfnews.com/business/property/indias-sheth-group-lines-up-four-projects-worth-dh2b-in-dubai-1.179716>
- <https://www.khaleejtimes.com/business/sheth-launches-second-project-at-business-bay>
- <https://economictimes.indiatimes.com/industry/services/property/-/cstruction/india-uae-come-closer-on-real-estate-map/articleshow/1945764.cms?from=mdr>
- <https://www.rediff.com/money/report/sheth/20070525.htm>