

# Manish Tripathi

## Director Operations & Technical

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🔗 Portfolio:  
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### Profile

Seasoned real estate and construction executive with 30+ years of leadership experience delivering over USD 5 billion (₹42,000+ Cr) in projects across India, Dubai, and Singapore. Proven track record in EPC management, P&L ownership, project feasibility, and large-scale township execution. Experienced in driving multi-phase residential, commercial, and mixed-use developments exceeding 40 million sq. ft., with team leadership across 1,200+ engineers, consultants, and contractors.

Founder of PDMC Consultants, providing strategic and technical advisory to developers and real estate firms. Known for driving cost optimization through value engineering, digital transformation, and strong governance frameworks aligned with RERA and ESG standards.

### Core Competencies:

Operational Excellence & Improvement | Strategic Planning | EPC Management | P&L Leadership | Value Engineering | RERA Compliance | Feasibility & Due Diligence | Project Finance | Cross-Functional Leadership | Governance & Risk Management | Digital Transformation

### Professional Experience

2024/11 – Present  
Hyderabad, India

#### Director – Operations & Technical

*Ramky Estates & Farms Ltd.*

**Portfolio:** ₹ 10,000 Cr | **Area:** 20 million sq. ft. | **Team:** 120+ professionals

- Reporting to Group Chairman & CEO; overseeing execution across Hyderabad, Bengaluru, Mumbai, and Chennai.
- Managing full EPC lifecycle for residential and commercial projects worth ₹6,800 Cr, ensuring on-time and on-budget delivery.
- Driving P&L accountability and implementing value engineering initiatives achieving up to 2% CAPEX savings.
- Introducing digital project monitoring systems and AI-driven integrations (Incircle transition to Procore, Mastt AI, etc.) for performance tracking and cost control.
- Leading multidisciplinary teams across design, procurement, engineering, and construction; embedding ESG and RERA compliance across all projects.

2023/05 – Present  
India

#### Head of Strategy & Project Management

*Jashn Realty (PDMC Client)* ☑

**Portfolio:** ₹ 3,000 Cr | **Area:** 4 million sq. ft. | **Team:** 48

- Led and managed the group's startup and new ventures in Lucknow covering group housing, commercial, hotel, mixed-use, and golf-course builder-floor projects.
- Converted 100 acres of land into multiple development formats through structured planning and feasibility studies.
- Built the organization's operational framework for procurement, cost management, and project controls.
- Oversaw regulatory approvals, contract negotiations, and quality assurance to align delivery with investor expectations.
- Audited financial and operational performance to ensure sustained profitability and compliance.

2021/09 – 2023/05  
India

### **Senior Vice President Projects & FDI Advisor**

*IOAK Realcon (PDMC Client)* ☑

**Portfolio:** ₹1000 Cr

- Partnered with Singapore-based Greenfield Advisory for JV structuring and foreign investment in residential assets.
- Delivered projects including ATMOS, NATURA, VALES, THE HILLS, and Hyatt Hotel Agra from concept to handover.
- Directed master planning, design coordination, EPC procurement, and contract administration.
- Drove brand repositioning and cost optimization initiatives across the portfolio.
- Winner – Iconic Residential Project (2024) for ATMOS & NATURA.

2017/01 – 2018/06  
Dubai, UAE

### **Vice President - Projects**

*Meraas Holdings* ☑

**Portfolio:** £ 1.8 billion (₹ 21,400 cr) | **Area:** 25 million sq ft | **Team:** 178

- Successfully managed over £1.8 billion in construction and new real estate developments, focusing on multi-family mixed-use projects such as Dubai Harbour, Blue Waters, CityWalk, Dubai Museum of Future, Bvlgari Hotel & Resort, Nikki Beach Hotel and Resorts, and Dubai Parks & Resorts, demonstrating expertise in managing multiple projects and construction teams.
- Led the EPC format of several high-ranking architectural projects, including commercial, recreational, and residential developments, delivering projects on-time and within budget, showcasing strong project management and leadership skills.
- Developed and implemented project delivery strategies, collaborating with internal and external teams to ensure cost, quality, and delivery objectives were met, highlighting the ability to lead and mentor team members.
- Built and managed a diverse team of design consultants, contractors, and operators, focusing on contract negotiation and appointment, demonstrating expertise in procurement and contract management.
- Advised on phasing strategies, developed procurement and project management policies, and structured cash flow to meet project requirements, showcasing strategic leadership and technical expertise.
- Conducted market analysis to determine leadership, competitor offerings, stock position, sales pricing, and market share, ensuring projects aligned with market demand and positioning.
- Managed and delivered over 5 million sq. ft. of commercial, residential, and hospitality projects at top pricing levels in record time from 2014-2018, highlighting the ability to oversee projects from pre-construction through delivery.
- Successfully delivered over 10 million sq. ft. of Dubai Harbor Island reclamation and residential and commercial towers by Emaar Properties in a record 6 months, including procurement and design, demonstrating efficient project management and problem-solving skills.
- Managed and delivered over 10 million sq. ft. of City Walk Development, including relocation of residents, residential and commercial development, Dubai's first outdoor shopping mall, Dubai Arena, and Valiant Clinic in a record 4 years, covering procurement, design, construction, infrastructure, and occupation, showcasing expertise in managing large-scale, complex projects while maintaining exceptional relationships with stakeholders.

2013/01 – 2017/03  
Dubai, UAE

### **Sr. Director – Projects & Portfolio Lead**

*Meraas Holdings* ☑

- Developed and procured EPC model for various new mixed-use, retail, infrastructure, residential, warehouses, and recreational developments valued at approximately £960 million for Pearl Jumeirah Island, City Walk, Island 2, Box Park, The Beach - JBR, La Mer, Port De La Mer, and social infrastructure projects such as schools, clinics, and private facilities.


- Developed Project Monitoring Scheme and Commercial Management processes to ensure successful project delivery and financial control.
- Chaired and formed Technical Committee and Procurement Committee for central control under the CPO office to track multiple projects under several phases and assess their commercial viability.
- Consolidated assets and restructured existing and new project portfolios post-Economic Downturn in the Middle East, demonstrating adaptability and strategic thinking in challenging market conditions.
- Aligned resources and restructured the organization's strategy to overcome the downturn and allow the Sales and Marketing team to speed up sales and revenue generation, showcasing leadership and problem-solving skills.
- Participated in investor and bank fund meetings, presenting project funding requirements and financial viability alongside the CPO and COO, demonstrating strong communication and stakeholder management abilities.

**Key Accomplishments:**

- City Walk Development won several international awards in the Real Estate Development of the Year category, recognizing the project's outstanding design, innovation, and execution under my leadership.

2009/10 – 2012/12  
Dubai, UAE

**Director – Projects & Portfolio Lead**

*Meraas Holdings* 

- Successfully delivered real estate construction projects with a combined value of £400 million (AED 1.8 billion), including high-profile developments such as DREC Projects, Nad Al Hamar, and Army Housing Scheme, as well as social infrastructure projects like schools and clinics.
- Implemented a project monitoring scheme and established commercial management processes to drive project success and ensure centralized control over multiple projects.
- Formed technical and procurement committees to assess commercial viability, align resources, and track project progress.
- Restructured organizational strategy to overcome economic downturn, supporting sales and marketing team efforts to increase sales and revenue.
- Collaborated with CPO and COO to secure funding through investor and bank fund meetings and project presentations, demonstrating financial viability.

**Key Accomplishments:**

- Reduced overall development cost from budgeted AED 550/sq ft to AED 490/sq ft through value engineering, project segregation, and cost optimization.
- Minimized construction costs from budgeted AED 350/sq ft to AED 230/sq ft, resulting in significant savings.
- Negotiated design management fee capped at 5% for design and supervision, minimizing risk of cost escalation.
- Secured lump sum contract for re-measured works, eliminating 7.5% risk of cost escalation.

2008/03 – 2009/09  
Dubai, UAE

**Projects Manager**

*Nakheel PSJC* 

**Portfolio:** £ 500 million (₹ 58,300 cr) | **Area:** ≈ 6 million sq ft | **Team:** 35

- Managed design and construction for 1,600 residential homes (Al Furjan) and infrastructure with Turner as PMC.
- Developed and implemented Project Monitoring Scheme and Commercial Management, successfully recovering project running 12 months behind schedule.
- Demonstrated expertise in Budget Planning, Procurement, Construction Innovations, and Solutions, ensuring project success and cost-effectiveness.
- Collaborated with Project Director and Development Director to develop Phasing Strategy, ensuring successful sales and end-user handover.

- Created design and construction guidelines for investors, and planned infrastructure and phasing developments.
- Implemented efficient Internal and External Resource Planning to maintain a cost-effective organization structure.

**Key Achievements:**

- Completed Show Village (sales center, 16 villas, 12 townhouses, infrastructure works, and public amenities) in record time of 8 months.
- Maintained project progress within allowable float time of 3 months.
- Delivered Phase 1 ahead of schedule by 3 months.
- Successfully restructured project during economic slowdown in 2009, avoiding stop work order.

2006/12 – 2008/03  
Dubai, UAE

**Construction Manager**

*Engineers Office (Private Development Office)* ☑

- Expertise in developing strategy and planning for key real estate construction projects, including:
- Logo Island Development (£40 million / AED 180 million)
- Refurbishment of Presidential Palace Office (£7 million / AED 32 million)
- Lehabab Conservation Development (£7.6 million / AED 35 million)
- AL Safa Residential Development (£2 million / AED 9 million)
- New Camel Racing City Development (£28.2 million / AED 130 million)
- Implemented successful construction planning, reporting processes, and revenue and cost modules for effective project tracking and budget control.
- Emphasized quality and time management to deliver exceptional project outcomes.
- Demonstrated ability to effectively manage relationships with key stakeholders, ensuring project delivery expectations were met.
- Maintained efficient administration, information systems, and accounting processes.

**Key Achievements:**

- Completed New Camel Racing City Development in just 4 months.
- Successfully refurbished Prime Minister's office in only 3 months.

2004/11 – 2006/12  
Singapore

**Deputy Project Manager**

*Gammon Construction LTD* ☑

- Led Design Management Team in bidding for 2 significant PPP projects for the Government of Singapore, with a total value of £188 million (\$S 320 million).
- Prepared winning proposals, feasibility studies, equipment, and material selection to maximize tender effectiveness.
- Implemented effective construction planning, reporting, revenue, and cost tracking processes.
- Focused on ensuring high-quality outputs from the bidding team and timely project delivery.
- Managed relationships with key decision-makers to meet bid process and tender expectations.
- Efficiently maintained project administration, information systems, and accounting processes.
- Held various positions over a 10-year span, rising from Site Engineer to Design Manager, undertaking construction of several destination projects, including:
- City Link Mall (1st underground shopping mall in South East Asia)
- One Raffles Link
- One Raffles Quay
- Mercedes Benz Flagship Showroom
- Managed EPC, design, and construction of £13 million (\$S22 million) Mercedes Benz flagship showroom, a state-of-the-art facility featuring high-end finishes, interiors, vehicle maintenance, customer lounge, and offices. The 4-story building, including a double basement, boasted an 18-meter double spiral steel and timber staircase, rotating wheel display, and unique multi-dimensional cone shape structure.

- Developed procurement and execution plan, managed resources and sub-contractors, and negotiated contracts.
- Maintained strong relationships with key stakeholders and effectively managed administration, information systems, and consultants.
- Achieved project success by meeting key milestones, including completion by Chinese New Year, and received a recommendation from the client for support of the direct fit-out contractor.

**Key Accomplishments:**

- Won the bid for the first PPP project in Singapore with Gammon
- Constructed 3-dimensional cone shape building model
- Successfully completed the project by the desired deadline
- Received recommendation from the client for exceptional support during the project

2002/01 – 2004/11  
Singapore

**Section Manager**

*Gammon Construction LTD* ☑

- Section Manager for A&A Works on Singapore MRT (Mass Rapid Transport) Project £19 million (S\$ 33 million)
- Managed construction of 32 Elevated Live Station A&A Works, overseeing direct and subcontract site management and labor force.
- Maintained strong relationships with authorities and public departments to ensure smooth project execution.
- Led HSE and Quality Team to guarantee compliance with safety regulations and quality standards.
- Prepared comprehensive project reports, conducted risk assessments, and handled planning, meetings, and negotiations.

2000/12 – 2002/01  
Singapore

**Site Manager/Senior Engineer**

*Gammon Construction LTD* ☑

- Construction of BPIC £15 million (S\$ 25 million)
- Managed EPC contract for basement design and construction as Site Manager/Senior Engineer.
- Led site construction team, overseeing direct and subcontract site management.
- Maintained relationships with authorities and public departments to ensure smooth project execution.
- Prepared comprehensive reports, conducted risk assessments, and handled project planning and execution.
- Conducted meetings and negotiations to address project challenges and ensure successful completion.

**Key Achievements:**

- Successfully completed basement construction with cost efficiency measures in place.
- Effectively managed a challenging project environment near residential towers and central city.
- Utilized contiguous piles, bore piles, strut, and wailer system for efficient basement construction.

1999/03 – 2000/12  
Singapore

**Project Engineer**


*Gammon Construction LTD* ☑

- Successfully managed the £200 million (S\$ 339 million) One Raffles Link and Citylink Mall project for M/s Hong Kong Land.
- Expertly navigated complex project location near the Stamford canal and within the extreme marine clay area in the heart of Singapore.
- Utilized cut and cover construction method for the underground shopping mall, with tunnels in road crossing areas, resulting in significant heavy-duty civil works.
- Managed road diversions, traffic management, and jacking of the canal to construct the underground walkway, overcoming challenges.
- Provided support to the project and design team, and effectively led the site team and subcontractors.

- Maintained strong liaison with project developer, architect, and consultant for architectural and subcontractor works, and prepared proposals and risk assessments.

1997/08 – 1999/03  
Singapore

#### **Site Engineer**

*Gammon Construction LTD* 

- Successfully managed the £50 million (S\$ 86 million) Merawoods Condominium project.
- Implemented daily execution plans and closely monitored the project to ensure timely completion.
- Directly supervised on-site construction works and managed subcontractors to ensure high-quality results.

#### **Deputy Project Manager**

*Nan Wah Engineering Private Ltd*

- Demonstrated career progression from Site Engineer to Deputy Project Manager within 3 years, managing several high-value projects.
- Successfully managed the £50 million (S\$ 50 million) New Changi General Hospital project for the Ministry of Health, Singapore.
- Company was recognized as the Nominated subcontractor for Services and External Infrastructure works for the New Changi General Hospital project.

### **Additional Information**

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#### **Memberships & Professional Records:**

- Panelist member Credai India
- Member – Institute of Engineers (Singapore)
- Member – Engineers Without Boarder (USA)
- Letter of Attendance in Government Policies Affecting Construction Industry - Singapore

#### **Awards:**

- Green India award for sustainable development management 2023
- Iconic residential project - Atmos and Natura 2024
- Real Estate Development of year 2017 – CityWalk
- Project of the Year Award year 2014 – Box Park
- Development of the Year Award 2015,2016
- Commercial Development of the years - 2017