

Manish Tripathi

Real Estate Development Consultant & Advisor

✉ manish.tripathi.re@gmail.com

☎ +918853616003 +393487342379

📁 Portfolio:
<https://pdmconsultants.com/>

🌐 <https://www.linkedin.com/in/manish-tripathi-603200218/>



Profile

With over 30 years of experience in the industry, Manish Tripathi has successfully managed and delivered high-end destination projects and real estate developments, including residential, hotels, commercial, educational, and healthcare facilities in Dubai, Singapore, and India, with a total project value exceeding £5 billion. He has held senior management positions such as Director of Projects, Senior Vice President, and Advisor to investors and real estate developers, including Nakheel, Merass Holdings (Dubai), GreenField Advisory (Singapore), Gammon Constructions (Singapore), Asset Homes, Jashn Realty, and 1OAK (India).

Manish Tripathi provides organizations in the construction and real estate industry with strong leadership, advisory, and mentoring services while establishing core teams and implementing target-oriented management of projects to maintain cost and time efficiency. By leveraging his expertise in design value engineering, EPC procurement, and innovative ideas, he helps reduce costs and bring international expertise to upscale properties for investors and developers.

His focus is on delivering projects that meet the highest standards of quality, while ensuring the beneficial use of resources and maximizing returns for stakeholders in the construction and real estate industry. With a proven track record of success and a deep understanding of the industry, Manish Tripathi is committed to driving growth and profitability for his clients in the construction and real estate sector.

Manish Tripathi is also the founder of PDMC CONSULTANTS, a real estate development management consulting firm that specializes in providing advisory, project management, and construction management services to developers and real estate startup firms in the construction and real estate industry.

Professional Experience

2023/05 – present
India

Senior Director Projects


Jashn Realty (PDMC Client) [🔗](#)

- Oversee multiple real estate development projects encompassing 25 million square feet of group housing, commercial, hotel, and mixed-use properties, with a total project portfolio value of £162 million.
- Provide strategic leadership and technical expertise to achieve performance goals and company objectives, driving results and business growth.
- Manage the entire construction process, from the planning and design phase through project completion, ensuring on-time and on-budget delivery.
- Conduct project site inspections to monitor progress, address issues, and implement necessary modifications to project plans, schedules, staffing, or budgets.
- Promote a strong safety culture and ensure projects meet or exceed quality requirements.
- Manage the procurement of contractors and sub-contractors, develop, and negotiate contracts, and oversee the acquisition of materials, supplies, and other service providers.
- Direct value engineering and constructibility review efforts to achieve efficiencies in construction cost control.
- Maintain exceptional relationships with owners, contractors, subcontractors, design partners, and other team members, driving subcontractor performance to ensure high-quality work.

- Communicate project status, vision, and goals to Group owners, and partners, surfacing and addressing concerns and planning specific actions to ensure successful project completion.
- Develop and supervise team members, assigning roles and responsibilities, and providing ongoing feedback, direction, and guidance to ensure a motivated, productive workforce.
- Establish improvement programs by assessing current processes and procedures to increase profitability while maintaining quality.
- Serve as a Group Auditor, overseeing financial and operational aspects of the projects to ensure compliance and optimize performance.

2021/09 – 2023/05
India

Senior Vice President Projects, FDI Advisor, and Head of Strategy/Business Growth

IOAK Realcon (PDMC Client) 

- Served as a Senior Vice President Projects, FDI Advisor, and Head of Strategy/Business Growth, providing strategic leadership and technical expertise to drive company objectives and performance goals.
- Developed Joint Venture structures, provided financial advisory to Singapore based FDI fund (Greenfield Advisory), and collaborated with Land owners to develop their properties, demonstrating strong expertise in project financing and stakeholder management.
- Applied skills in site selection, product concept and facility recommendations, market and financial feasibility analysis, and master planning processes to optimize project outcomes and ensure alignment with market demand.
- Conducted comprehensive market analysis, collaborated with sales and marketing teams to optimize results, and implemented Asset Management Techniques and Facility Management Methodology as Third-Party Assistance to property owners, showcasing a deep understanding of the real estate development process.
- Successfully repositioned existing properties, including ATMOS and NATURA, which won the "Iconic Project - Residential Category" award, as well as VALES, THE HILLS, and Hyatt Hotel Agra, maximizing business opportunities and transitioning to a Joint Venture model, highlighting the ability to identify and capitalize on growth potential and deliver award-winning projects.
- Took an active role in guiding projects and teams through each phase of construction, from pre-construction through delivery, ensuring successful project completion and stakeholder satisfaction.
- Managed the procurement of contractors and sub-contractors, developed and negotiated contracts, and oversaw the acquisition of materials, supplies, and other service providers required for project success, demonstrating strong procurement and contract management skills.
- Directed value engineering and constructibility review efforts to achieve efficiencies in construction cost control, optimizing project profitability and ensuring adherence to budget and schedule.
- Maintained exceptional relationships with owners, contractors, subcontractors, design partners, and other team members, driving subcontractor performance and ensuring the production of high-quality work.
- Communicated project status, vision, and goals to key business leaders, owners, and partners, addressing concerns and planning specific actions to ensure successful project completion, showcasing effective communication and problem-solving abilities.

2017/01 – 2018/06
Dubai, UAE

Vice President - Projects

Meraas Holdings 

- 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 2 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 ☑

- Managed EPC Sourcing of £1.8 Billion Project, collaborating with international Project Management Consultant (Turner) for design, construction, and delivery of 1,600 residential homes and facilities/infrastructure development.
- 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 (S\$22 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 contagious 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.

Education

1989 – 1993 **Bachelors, Engineering (Civil)**
University of Mysore

Additional Information

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