

Ramzi Najjar

HOSPITALITY DESIGN, FIT OUT & CONSTRUCTION MANAGEMENT

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PROFILE SUMMARY

A highly skilled Architectural Engineer with over 35 years of experience in the building industry with expertise in Architecture, Interior Design, Project and Construction Management and Contracting and a proven record in overseeing design development and construction of various project types from inception to operational handing-over. 8 recent years were focused on delivering hospitality projects as a Senior Project Director with Marriott International.

25 years working in the Gulf, heavily involved in implementation of sustainability initiatives in the UAE (LEED in Dubai and Estidama in Abu Dhabi) and was a Sr. Project Manager on one of the very first projects to obtain a Pearl Rating in Abu Dhabi i.e. Yas Water Park.

Adept at developing systems, processes, and guidelines to attain ever-increasing efficiency in operations. Successfully developed and implemented major improvements to operational and managerial systems at Marriott International Global Design department resulting in increased productivity and reduced costs.

Strongly believes in creating and maintaining a collaborative work culture where all employees are mentored and motivated, leading to a highly performing and committed team.

CORE COMPETENCIES

*Hospitality Design &
Construction Management*

*Site Management
& Supervision*

*Organizational & Task
Management*

Building Construction

*Fit-Out & Interior Design
Management & Execution*

Team Management

Restoration & Renovation

Leadership & People Skills

CAREER HIGHS

- Directed the design & construction of luxury & premium hotels in MEA region (More than 50 hotels)
- Developed a Project Management Process documentation at Marriott International that led to standardization of technical services procedures resulting in more efficiency and increased productivity
- Site Supervision of various types of projects including hotels and residential high rise buildings
- Design managed projects of various building typologies (including Hotels, Hospitals, Airports, Residential and office buildings)
- Project managed the construction of high-rise buildings in Dubai (JBR – Rimal) with a focus on optimising construction cycles and work processes
- Project managed the construction of the first building with more than 21 floors in Qatar in 2001 (30 floors Al Hodaifi Tower)
- Restored heritage buildings in Jordan utilising traditional construction and renovation methods.

EXPERIENCE

FITIY TECHNICAL SERVICES
Owner

Dubai, UAE
2020 - Current

Specializes in the consultancy, design, management and construction of fit-out works and acting as Client representative.

Main Projects:

- Peer design reviewer for Moxy and So Sofitel Hotels in Dubai as a sub-consultant for DEWAN ARCHITECTS (multi-disciplinary design consultant based in Dubai with heavy involvement in hospitality projects in the region).
- Owner Representative for Novomed Centres in charge of new builds and renovations– UAE with 10 hospital/Clinics in DXB and AUH.
- Interior and Fitout Design for Penthouses World Trade Center Residences and Boulevard Heights Towers in Dubai. The scope included site management.
- Interior and Fit out design for Villa in Emirates Hills sector J in Dubai
- Interior and Fit out design and execution of apartment in Dubai Arch Tower, JLT
- Interior and Fit out design and execution of apartment in Marina Quay Tower in Dubai Marina
- Interior and Fit out design and execution of villa in Dubai Hills Estate
- Landscape design for villa in Meadows 1, Dubai
- Landscape design and execution for villas in Hill Side, JGE, Dubai

MARRIOTT INTERNATIONAL
Senior Project Director

Dubai, UAE
2013 - to 2020

Main Responsibilities:

- Led & managed 5 direct reports, monitoring performance and assisting in developing skills
- Provided technical expertise and advice and mentored the team members
- Provided direction and assistance to other team members regarding projects
- Managed Client relationship and acted as the single point of contact with the Client's team
- Reviewed architectural, landscape, acoustic and signage design documents to ensure compliance with brand standards
- Managed the review process of other design disciplines
- Inspection and review of model rooms
- Monitored construction progress through site visits to ensure compliance with brand standards
- Reported on construction progress to operations team and advised anticipated opening date
- Monitored financials related to technical services agreement
- Developed a Project Management Process document to ensure streamlining and standardization of the technical services delivery process
- Developed various guideline templates to facilitate design including power and data socket requirements in guest rooms, various reception desks, counters and service stations, layouts of engineering office and housekeeping department and server room requirements
- Participated in the initiation of the development of an online project management certification course for external architectural and lead consultants
- Developed a department share point page that encouraged collaboration and exchange of information and ideas

List of major hotel projects on which I oversaw the design, construction and opening is attached.

ATKINS
Senior Project Manager

Dubai, UAE
2007-2013

Main Responsibilities included design management and site supervision management:

- **Managed the delivery of staged multidisciplinary design process of various project types including hotels, airports, residential and office buildings**
 - a. Prepared fee proposal for design and supervision services
 - b. Prepared and monitor project design budget
 - c. Managed the production of the various in-house design disciplines and ensured timely delivery of the different design stage
 - d. Procured and managed the specialist consultants
 - e. Collaborated and coordinate with all stake holders (Consultant/Client/Contractor)
 - f. Prepared design reports and presented the same to Clients
 - g. Proactively interacted with Local Authorities and participated in presentations
 - h. Monitored the project budget and prepare variations
 - i. Manage VE process

- **Site Supervision**
 - a. Implemented internal procedure and processes including health and safety plans and site supervision manual
 - b. Reviewed Contractor submittals (shop drawings, as built drawings, materials, method statements)
 - c. Produced project technical & progress reports
 - d. Prepared responses to technical queries / RFI's
 - e. Took an leading role in project progress and technical meetings
 - f. Reported on project time, quality and cost risk
 - g. Maintained progress records for tracking progress against programme
 - h. Managed all communications related to administration of contracts
 - i. Managed and mentored direct reports

ARABTEC Construction LLC
Senior Construction Manager / Project Manager

Dubai, UAE
2004-2007

Main Responsibilities

- Managed all aspects of the construction activities of one sector of Jumeirah Beach Residence Project (Rimal sector) which consisted of six high rise Towers (an average of 50 floors) and a common Podium
- Responsibilities included managing construction, staff and labour, driving progress and quality, cost monitoring, monitoring and updating construction programming, planning construction sequences and overseeing health and safety concerns
- Special emphasis was made to manage the site logistics due to the nature of the congested site and the completed status of the surrounding roads and public realm

EARLY CAREER

- **Project Manager** *MIDMAC Contracting – Qatar 1998-2004*
- **Founder, Manager & Designer** *ARCHIART Architecture & Interior Design – Jordan 1993-1998*
- **Designer & Conservator of Historical Buildings** *Private, Jordan – 1989-1991*
- **Site Engineer** *Jafar Tukan & Partners – Jordan 1984-1989*

ACADEMIC CREDENTIALS

Bachelor of Science in Architectural Engineering
University of Texas at Austin – USA

Diploma in Restoration and Conservation of Architectural & Urban Heritage of Historical City Centers
ICCROM, Rome - Italy

International Masters in Business Administration
European University College, Dubai Branch

Executive Program - Artificial Intelligence: Implication for Business Strategy
MIT – Sloan School of Management

LANGUAGES

Proficient in Arabic and English, beginner in Italian

MAJOR HOTEL PROJECTS INVOLVEMENT

HOTEL	LOCATION	TIER	DESIGN MANAGEMENT	CONSTRUCTION MANAGEMENT & OPENING
St. Regis The Palm	Dubai	Luxury	✓	✓
St. Regis La Bahia Blanca	Tamouda Bay, Morocco	Luxury	✓	
St. Regis Hotel & Residences	Marrakech, Morocco	Luxury	✓	
St. Regis Hotel and Residences	Amman, Jordan	Luxury		✓
The Ritz-Carlton Hotel & Residences	Amman, Jordan	Luxury	✓	✓
The Ritz Carlton Al Wadi Desert	Ras Al Khaima, UAE	Luxury	✓	✓
The Ritz Carlton Al Hamra Beach	Ras Al Khaima, UAE	Luxury	✓	✓
The Ritz-Carlton Al Saadiyat	Abu Dhabi	Luxury	✓	
The Ritz-Carlton Al Bustant – Renovation	Muscat	Luxury	✓	✓
The Ritz-Carlton Wasmiya Beach	Bahrain	Luxury	✓	
W Dubai Hotel & Residences	Palm Jumeirah, Dubai	Luxury		✓
W Tangier Hotel and Residences	Tangier, Morocco	Luxury	✓	
W Amman Hotel & Residences	Amman, Jordan	Luxury		✓
Al Manara (Luxury Collection)	Saraya Aqaba, Jordan	Luxury		✓
W Muscat	Muscat. Oman	Luxury	✓	✓
JW Marriott Tamuda Bay	Tamuda bay, Morocco	Luxury	✓	Project cancelled @ 95% completion
W Marriott Doha	Doha, Qatar	Luxury	✓	
La Ville Hotel & Suites (Autograph Collection)	City Walk Dubai	Premium	✓	✓
Cirta Hotel (Autograph Collection)	Constantine, Algeria	Premium	✓	✓
Lapita (Autograph Collection)	Dubai Parks & Resorts	Premium	✓	✓
Renaissance Downtown Hotel	Business Bay, Dubai	Premium	✓	✓
Renaissance Hotel	Doha, Qatar	Premium	✓	
Marriott Hotel	Jeddah, KSA	Premium	✓	✓
Marriott Hotel	Doha, Qatar	Premium	✓	
Courtyard Hotel North Ring Road	Riyadh, KSA	Select	✓	✓
Courtyard Hotel	Setif, Algeria	Select	✓	✓
Courtyard Hotel	Doha, Qatar	Select	✓	
Courtyard King Abdullah Road	Jeddah, KSA	Select	✓	✓
Residence Inn	Jeddah, KSA	Longer Stays	✓	✓
Residence Inn	Doha, Qatar	Longer Stays	✓	
Marriott Executive Apartments (MEA)	Doha, Qatar	Longer Stays	✓	
Marriott Executive Apartments (MEA)	Lusail, Qatar	Longer Stays	✓	