ALASDAIR THOMSON

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## EXECUTIVE PROFILE

Senior Executive/Consultant Advisor with over 25 years of experience of leading major real estate and construction projects in UK, Europe, Far East, Middle East and Africa. Proven track record in managing all stages of international developments, including project assembly, research and concept feasibility, third party negotiations, design and construction oversight, and quality assurance. Superior communication skills and a demonstrated ability to assemble, train and mentor high-calibre, multi-disciplinary and multi-cultural teams to drive and implement effective solutions.

### **Areas of Expertise**

Real Estate Development & Management ● Senior Executive Leadership ● Interim Management

Business Acumen ● Process/Procedure Creation ● Strategic Planning ● Project Finance ● Joint Ventures

Contract Negotiations ● Project Supervision & Monitoring ● International Trade/Business Development

### **CURRENT OBJECTIVE**

Interested in Consultancy or Interim Management roles that offer opportunities to contribute towards achievement of key business objectives. Particular focus: real estate developers and property related financial institutions or equity funds with strategic interests or joint ventures in Europe or Middle East. (EMEA).

### **professional experience**

**INDEPENDENT CONSULTANT** (2002-Present)

**A.I. Alkhorayef Sons Group** (Saudi Arabia and France):

 ***In-house Special Advisor& Development Director***

* Guided Saudi Arabian industrial and commercial group to grow professional real estate development and investment capability.

**Savills (International) Limited – SAVAIA** (London and Riyadh):

 ***Projects Director***

* Enabled the success of strategic joint venture between Savills and Alkhorayef Group (a substantial Saudi industrial/commercial group) by directing high-profile property development projects.
* Drove cost-effective & deadline compliant project delivery by providing board-level policy guidance, directing feasibility studies, overseeing procurement, & managing design and construction process.
* Boosted quality by directing project assembly & appointing professional consultants/legal advisors.
* Led successful completion of a high-profile hotel/commercial development at Al-Khobar, Dammam by managing research, selection, and detailed negotiations with InterContinental Hotels Group; coordinating marketing/pre-letting initiatives; and leading all other third-party negotiations.

**St. Helena Leisure Corporation Limited** (London and St Helena):

 ***Chief Executive***

* Led special purpose private investment company designed to deliver £300m multi-faceted airport, air service, resort development, and economic regeneration project.
* Facilitated successful partnership between United Kingdom and St. Helena Governments and other key stakeholders by conducting extensive negotiations with and preparing comprehensive conceptual and financial proposal for both governments.
* Obtained secure government support and finance by lobbying ministerial level of UK Government.
* Enabled the purchase of the 450-acre project site and won the right for the contract to proceed as planned by leading negotiations with St. Helena Governor and local representatives that resulted in necessary legislative changes, investment concessions, and marketing policies strategy approval.

Acquired support from diverse constituencies associated with the project by directing extensive public relations and parliamentary briefings.

**JE Roberts Partners Private Equity** (London and Split, Croatia):

 ***In-House Projects Advisor***

* Provided development advice on a range of European development projects, including a €175m retail/leisure development in the Balkans.
* Reduced investment/project risk by providing close monitoring of JV Partners’ project management services.

**Apollo European Private Equity** (London and Lyons, France):

 ***Project Manager***

* Coordinated €600m commercial/sporting/hospitality, development in Lyon, France by providing executive project management services on behalf of UK/US European Real Estate fund.

**EXECUTIVE CHAIRMAN**

**Alandis Projects, LTD** (Bath, United Kingdom) (1996-2002)

*Specialist development/project management consultancy operating in UK & emerging international markets*

* Maximized revenue by identifying potential clients and building strong client relationships.
* Enabled clients to complete quality, cost-effective projects by overseeing all aspects of project management, including project assembly, professional team/advisor appointment and management, planning permissions, concept/detailed design, evaluation/budgetary control, project finance and capital structuring.
* Fostered successful property development business partnerships with Commonwealth Development Corporation, International Finance Corporation, and other development funds focused on East Africa aimed at stimulating local economies and setting new business standards/practices.

**MANAGING DIRECTOR**

**Marples Developments LTD** (Bath, United Kingdom and International) (1988 – 1996)

*UK based property & construction group specialising in high-quality offices, retail and industrial developments, controlled by Anglo-American Industrial Holdings of South Africa.*

* Directed substantial programme of speculative developments in London Docklands, including the South Quay Plaza complex, and other major projects including Trident Business Park and Greencourts Business Park, adjacent to Manchester Airport, and Mott MacDonald House in South London.

***Previous Positions:*** *Executive Director/Managing Director/Chairman-Asia for Marples Holdings Limited; Deputy Managing Director & Commercial Director for Marples Construction International; Director/International Commercial Manager for Marples Ridgway Construction Group.*

### **EARLY CAREER HIGHLIGHTS**

* Directed $400m+ underground station projects for Mass Transit Railway Authority, Hong Kong.
* Responsible for all commercial aspects of international building and civil engineering projects, including Khartoum Power Stations (Funded by ODA), Port Sudan Harbour and Marine Works (Funded by World Bank), and other infrastructure projects in Middle East and Africa.
* Secured £200m+ final settlement on 350k highway project by leading complex, politically sensitive negotiations with Iran-UK governments.
* Directed all commercial and other support functions associated with construction of a 310km Iranian highway project, co-managing 2,250 local and expatriate personnel.

### **PROFESSIONAL QUALIFICATIONS & FURTHER BUSINESS EDUCATION**

* **Fellow,** Royal Institution of Chartered Surveyors
* **Fellow**, Chartered Institute of Building
* **Member**, Chartered Institute of Arbitrators
* **Fellow**, Institute of Directors
* **Graduate** – Senior Executive Programme, Graduate School of Business, Stanford University, California, USA

***Other Interest:*** *History, travel, golf, fine wines (when I can) and endless concerns about the parlous state of Scottish rugby.*