

Marcin Krawczyk

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Vice President Profile – Generating Value Across Real Estate Development Company



Strategic Business Development • Revenue & Margin Growth • Contract Management • People Development • Property Management • Operational & Financial Excellence

An accomplished and visionary executive with a proven track record in leading real estate development initiatives, driving growth and profitability within the dynamic UAE market; met and surpassed set goals across multiple locations, such as Ireland, Poland, UK, and the GCC region. Proficient in devising real estate management strategies and portfolio optimisation. An intuitive leader with acute business acumen; skilled at facilitating all lines of business aligned with company objectives. Skilled at managing multi-billion-dollar real estate infrastructures. Well-versed in nurturing and maintaining working relations with clients and leaders at all corporate levels. Articulate communicator with the ability to transform ideas into concrete actions.

- ➔ **Project Coordination** – Remarkable acumen in administering strategic improvement projects to maximise business efficiency, reduce redundancy, and meet set organisational objectives.
- ➔ **Influences Key Stakeholders** – Leveraging communication expertise in fostering professional relations with key stakeholders, potential investors, global business partners, and clients.
- ➔ **Promotes Sustainability** – Focussing on overseeing the sustainability management system's development, implementation, and maintenance.

SIGNATURE ACCOMPLISHMENTS

- Implemented a state-of-the-art Digital Safety Inspection tool, standardising the inspection process and ensuring consistent and accurate safety assessments, leading to enhanced safety practices across the organisation.
- Introduced a highly efficient 3-stage snagging process, resulting in a notable reduction in Handover snags from 97 per unit to 62 per unit, improving project delivery efficiency and customer satisfaction.
- Implemented a robust enforcement strategy for payment deductions due to unresolved non-conformances, resulting in a significant total amount of payment on hold of approximately 7 million AED, emphasising the organisation's commitment to maintaining high-quality standards.
- Conducted a rigorous series of 20 compliance audits within a year, identifying areas for improvement and raising 219 Nonconformances, showcasing a commitment to adhering to regulatory standards and driving continuous improvement efforts.

PROFESSIONAL EXPERIENCE

Damac Properties | *Emirati Property Development*
QA/QC Director

GCC Region
2021 – Present

Contributing to the implementation of ISO 9001, 14001 and 45001 and showcasing a strong dedication to quality management systems and an unwavering pursuit of continuous improvement. Governing all aspects of the organisation's quality control and quality assurance processes, including planning, monitoring, and evaluating quality systems and procedures. Directing end-to-end departmental operations to achieve assigned objectives by determining individual goals, handling performance, and improving/encouraging staff to maximise sectional performance. Collaborating with cross-functional teams, including project managers, engineers, architects, and contractors, to develop and implement quality control plans for construction projects. Overseeing the review and approval of construction drawings, specifications, and other technical documents to ensure compliance with quality standards and specifications. Engaged in business transformation and digitization programs to push untapped fields and territories

- Established and maintained quality control objectives, targets, and key performance indicators (KPIs) to drive continuous improvement and ensure the delivery of high-quality products and services.
- Identified trends, areas for improvement, and effective opportunities to optimise processes and reduce defects/non-conformances, monitoring and analysing quality performance data.
- Oversaw the preparation, advised on the department budget, and closely tracked financial performance against the budget, while ensuring all sectional activities adhered to approved guidelines.
- Enforced quality assurance policies and procedures, ensuring compliance with regulatory requirements and customer expectations.

- Ensured thorough implementation of Lesson Learned and Quality Alert QUALERT process that enhanced process and product quality
- Introduced and championed a culture of continuous improvement within the organisation, encouraging cross-functional collaboration and the sharing of best practices to drive quality enhancements throughout the company.
- Achieved remarkable growth and improvement by increasing the total number of raised Non-conformances from 882 in January 2022 to over 3,000 in April 2023, demonstrating a proactive approach to addressing quality issues.

Lindenberg Emirates | *Infrastructure Contractor*

UAE

Group QHSE Manager

2020 – 2021

Created and updated policies and procedures specific to infrastructure solutions, considering local laws, industry standards, and corporate guidelines. Assessed potential risks and hazards associated with infrastructure projects, including construction, maintenance, and operations; executed risk mitigation strategies and preventive measures. Offered guidance and support to project teams, managers, and employees on QHSE requirements and best practices.

- Deployed an effective Quality, Health, Safety, and Environment (QHSE) management system, ensuring adherence to overall international standards and local regulations.
- Built strong relationships with external stakeholders, including regulatory bodies, suppliers, and customers, to ensure alignment with industry best practices and promote a collaborative approach to QHSE management.
- Achieved significant cost savings by identifying and applying sustainable initiatives, such as energy conservation measures and waste management strategies, resulting in improved environmental performance and reduced operational expenses.
- Prepared reports, documentation, and presentations related to QHSE performance, incidents, and initiatives.
- Maintained accurate and up-to-date records to demonstrate compliance and support decision-making processes.
- Offered QHSE training programs for employees at all levels, while enhancing awareness and understanding of best practices and regulatory requirements in maintaining a safe and sustainable work environment.

Habtoor Leighton Group | *Construction Company*

GCC Region

Group QHSE Manager

2014 – 2020

Engaged with clients, consultants, subcontractors, regulatory authorities, and other relevant stakeholders to ensure alignment with QHSE standards and expectations in the construction sector; fostered positive relationships and effective communication channels to address QHSE concerns. Fashioned and employed best strategies to promote environmental sustainability in construction projects and operations, encompassing energy efficiency initiatives, waste management, water conservation, and green building certifications.

- Led a team of 500 professionals while managing 40 projects across 5 countries in the GCC region, generating an impressive turnover of AED 6.5 billion in 2017.
- Achieved a significant 34% cost reduction in the QHSE Department by streamlining processes and integrating departments, leading to substantial annual savings of approximately AED 24 million.
- Monitored and enhanced the efficiency of our in-house software system for managing system documents, audits, snags, and key performance indicators (KPIs) by executing several substantial improvements, streamlining processes, and increasing productivity.
- Negotiated and secured approximately AED 3 million in savings on renewed medical insurance policies.
- Enhanced the cost-effectiveness of a medical insurance policy, witnessing an estimated 20% improvement through the successful execution of medical gatekeeping facilities specifically designed for labour camps.
- Demonstrated exemplary leadership by spearheading audit programs and overseeing the successful certification process for ISO 9001, 14001, and OHSAS 18001.
- Reduced the Lost Time Injury Frequency Rate (LTIFR) from 0.15 in 2016 to 0.06 in 2017, resulting in 8 lost-time injuries per 138M man-hours, signifying a noteworthy improvement in safety performance.

Carillion | *Construction Company*

UAE | Qatar | Oman

Integrated Management System Manager

2008 – 2014

Growth Path:

Qatar: Carillion as an IMS Manager – **2012 - 2014**

Oman: Carillion Alawi as a Regional IMS Manager – **2010 – 2012**

UAE: Al Futtaim Carillion as QA/QC Manager – **2008 – 2010**

Conducted regular internal audits and risk assessments to identify areas for improvement and deployed corrective actions. Supervised the IMS team in conducting internal audits and management reviews, identifying areas for improvement, and implementing corrective actions to enhance system performance. Monitored and measured key

performance indicators (KPIs) to evaluate the effectiveness of the IMS and identify opportunities for continual improvement. Provided comprehensive training and awareness programs to employees, subcontractors, and suppliers, while promoting a strong understanding of IMS requirements and fostering a culture of accountability and responsibility.

- Played a Key Role within the Iconic Msheireb - Downtown Doha Project, involving 5,000 professionals and an astounding project value of 2.5 billion QAR.
- Governed the comprehensive Engineering, Procurement, and Construction Management (EPCM) initiative for the prestigious EMAL Aluminium Smelter Complex infrastructure project, overseeing a dedicated team of 50 professionals and driving a project value of AED 1.5 billion to fruition.
- Managed 12 projects and led 1-3 QA/QC engineers on every project.
- Headed the successful development of several prominent infrastructure projects, including the Muscat International Airport, Royal Opera House, Majlis - Oman Parliament Complex, and Muscat Court Complex.
- Implemented and maintained an Integrated Management System (IMS), ensuring compliance with international standards such as ISO 9001, 14001, OHSAS 18001, and PAS99.
- Developed and executed comprehensive strategies for integrating quality, environmental, and health/safety management systems, while adhering to international standards and regulations.
- Streamlined processes and eliminated redundancies by aligning multiple management systems, resulting in significant cost savings for the organisation.

ADDITIONAL EXPERIENCE

QA/QC Manager , Ireland	2007 – 2008
Highways Engineer , Mouchel Parkman, UK	2005 – 2007
Site Engineer , NCC Polska, Poland	2003 – 2004
CAD Constructor , Ruukki Poland, Poland	2002 – 2003

EDUCATION

Master of Sciences in Civil Engineering , Poznan University of Technology, Poland	1997 – 2002
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PROFESSIONAL DEVELOPMENT & CERTIFICATIONS

Project Management Professional (PMP)

Polish Chartered Engineer Status

General National NEBOSH Certificate

ISO 9001 QMS Lead Auditor

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