

Hamza Adeel

General Manager | Business Development | Project Management Expert

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Riyadh, Saudi Arabia (KSA) | Jeddah, Saudi Arabia (KSA)



Professional Summary

Strategic and performance-driven Business Development Specialist and Construction Executive with over 18 years of distinguished experience orchestrating high value projects and accelerating growth across global markets, including Pakistan, Dubai, and London. Possessing a robust command of construction operations, international trade frameworks, and advanced analytical methodologies, fortified by elite training from the U.S. Department of Justice, I bring a rare blend of technical acumen and commercial insight.

Renowned for visionary leadership, precision in project execution, and exemplary stakeholder engagement, I thrive in dynamic environments, delivering bespoke solutions that resolve complex organizational challenges. My career is marked by transformative achievements; doubling business revenue through strategic planning and global networking, and elevating profitability via rigorous risk mitigation and compliance protocols across multistorey and infrastructure developments. Adept at optimizing ERP systems, streamlining client operations, and driving operational excellence, I position enterprises for scalable success in competitive international landscapes.

Working Experience (Cumulative experience above 18 years)

my4walls Construction | Construction Firm in London Specialized in Development Project 12/2019 – Present

General Manager – Business Development Manager

- Developed and implemented strategic business plans to expand market presence.
- Established partnerships with international firms to drive business growth.
- Managed budgeting, financial analysis, and revenue forecasting.
- Ensured compliance with international laws and trade policies.
- Attended industry events, trade shows, and global networking for business relationships.
- Enhanced business revenue with minimum efficiency.

PARISTAN & CO. | Construction & Development Company Based in Islamabad

Manager Projects 01/2010 – 11/2019

- Directed high-rise construction projects, comprising architecture, MEP and infrastructure development.
- Managed project schedules, budgets, risk mitigation, and compliance.
- Supervised teams, ensuring adherence to performance goals and company policies.
- Conducted bidding processes, financial planning, audits, and tax management.
- Maintained relationships with clients, business partners, and government authorities.
- Organized strategic planning, risk management, and its implementation resulting in business profitability.

Impact Design International | Design and Project Management Business

Assistant Project Manager 03/2007 – 12/2009

- Oversaw project coordination, budgeting, and vendor negotiations.
- Ensured timely execution of projects within scope, schedule, and cost constraints.
- Managed procurement, contract evaluation, and supplier relationships.
- Conducted contract negotiations, mediations, and dispute resolutions.
- Enhanced business efficiency.

Education

- Masters in Project Management
- Bachelor of Science (Civil Engineering)

Certification

- Accredited for Alternative Dispute Resolution – The Society of Mediators London
- Digital Evidence & Trial Advocacy – US Embassy (Department of Justice)
- Strengthening Justice Program – US Embassy (Department of Justice)

Individual Skill Set

Business Development

- Market Analysis
- Lead Generation
- Client Relationship Management
- Partnership Development
- Sales Strategy
- Business Strategy
- Market Penetration
- International Expansion
- Competitive Analysis
- Strategic Alliances

Project Management

- Risk Assessment
- Value Engineering
- Contract Negotiation
- Stakeholder Management
- Resource Allocation
- Budget Control
- Change Management
- Quality Assurance
- Project Planning
- FIDIC Contracts

Construction Management

- Building Codes
- Materials Management
- Project Scheduling
- Regulatory Compliance
- Safety Management
- Subcontractor Management

Software

- AutoCAD, MS Office
- Odoo, SAP
- MS Project, Oracle Primavera

Key Achievements

- **Business Revenue Achievement**

Successfully enhanced the business revenue to 100% per annum with strategic business development

- **Profitability Increase**

Drove profitability from 48% to 86%, during tenure, by implementing effective project management strategies

Projects

Clientele	Sector/ Industry	Description
Delivered as Project Manager and Lead		
Damac Hills 2 – Janusia (Dubai)	Residential Villas	Construction of 10 x Villa – Janusia
Al Furjan – Jebel Ali Village (Dubai)	Residential Villas	Construction of 10 x Villa – Jebel Ali Village
Embassy of Libya (Pakistan)	Diplomatic Mission	Construction of Chancellery Building & Ambassador’s Residence
Kenya High Commission (Pakistan)	Diplomatic Mission	Construction of Embassy Building & Guesthouse
One Piccadilly (Pakistan)	Development	Construction of Apartment Building Multistorey Highrise Tower
Piccadilly Courtyard (Pakistan)	Development	Construction of Apartment Building Multistorey Highrise Tower
S-18, E-11 (Pakistan)	Development	Construction of Apartment Building Multistorey Highrise Tower
Islington (London)	Residential	Restoration of Building
Alderton Hill (London)	Residential	Reconstruction and Interior Renovation
Industrial & Commercial Bank of China (ICBC) (Pakistan)	Banking	Commercial Branch Fit Out
Faysal Bank Limited (Pakistan)	Banking	Commercial Branch Fit Out
United Bank Limited (Pakistan)	Banking	Commercial Branch Fit Out
Ufone Marketing Office (Pakistan)	Telecommunication	Interior Renovation & Furnishing
Mobilink Sales Office (Pakistan)	Telecommunication	Interior Renovation & Furnishing
IBM Regional Office (Pakistan)	IT Sector	Interior Renovation & Furnishing
NICL Tower – SECP (Pakistan)	Government	Construction of Office Space Multistorey Highrise Tower
Noor Khan Air Base (Pakistan)	Aviation	Reconstruction of Runway
Lawrence College Murree (Pakistan)	Education	Construction of Bachelors Suites
Cadet College Batrasi (Pakistan)	Education	Construction of Academic Block & Mosque
Heavy Mechanical Complex (Pakistan)	Industry	Construction of Design Center Multistorey Building
Ordinance Factory (Pakistan)	Defense	Construction of Infrastructure Lalarukh Extension Project
NESCOM Tower (Pakistan)	Defense	Construction of Office Space Multistorey Highrise Tower
NARC Laboratories (Pakistan)	Agriculture	Construction of Research Laboratories