

# ATHANASIOS MARINOPOULOS

## CONTACT

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## ONLINE

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## EDUCATION

BA (HONS) ARCHITECTURE University of Portsmouth, UK 2009

## EXECUTIVE PROFILE

Senior Development Manager with 16+ years of Client side and delivery experience across KSA, UAE, Qatar and Europe, delivering complex, large scale developments within developer and government led organisations. Track record leading development, approvals, stakeholder management and multi-package coordination from feasibility and masterplanning through detailed design, procurement readiness, construction delivery interfaces, business case governance inputs and handover planning. Known for translating vision into executable development briefs and phased delivery strategies, balancing design quality, programme, cost drivers and delivery risk across multi stakeholder environments.

## CORE DEVELOPMENT CAPABILITIES

- Development control, decision making support and approvals leadership (authority / stakeholder gateways)
- Development briefs, product definition and design to delivery alignment
- Masterplan coordination and infrastructure to building integration, including multi package interface management
- Phasing, delivery sequencing and procurement readiness (tender documentation, scope definition)
- Consultant leadership: architects, engineers, cost consultants, specialists; performance and deliverables control
- Programme control, project control, budget management, risk identification and mitigation, change control and reporting to senior stakeholders
- Construction interface management, buildability input, quality oversight and handover coordination

## PROJECT IMPACT HIGHLIGHTS

- Led multi disciplinary teams of contractors and consultants, coordinating development decision making across infrastructure, hospitality, public realm and mixed use development contexts.
- Managed construction-stage packages and supply chain coordination, including complex interface delivery and procurement sequencing on major GCC projects.
- Delivered measurable outcomes, including high volume technical outputs (e.g., 800+ drawing revisions under accelerated timelines) and cost optimisation (e.g., AED 1.5m savings through technical resolution and procurement coordination).

## EXPERIENCE

### SPORTS BOULEVARD FOUNDATION (via Parsons)

SENIOR DESIGN MANAGER | Riyadh - KSA | Dec 2021 – Present

Embedded within the Client development team of the Sports Boulevard Programme (Vision 2030 destination scale urban regeneration). Accountable for development governance across multiple urban districts, leading approvals management, phased delivery strategy, and multi package coordination from concept through construction, aligning design, commercial intent, and delivery constraints.

#### Key Outcomes

- Led development governance across multi district public realm and infrastructure enabled packages, steering consultants through approvals, tender and construction stage interfaces.
- Directed phasing and delivery sequencing across public realm, utilities, enabling works and adjacent development parcels to support constructability, programme logic and stakeholder alignment.
- Owned cross package interface management (scope boundaries, dependencies and change impacts), escalating decisions with clear options and risk based recommendations.
- Maintained development brief integrity through design stages by challenging proposals against performance requirements, delivery constraints for stakeholder and authority conditions.
- Produced executive reporting on milestones, risks, decisions required and interface constraints to support timely governance approvals.
- Supported development business case governance by assessing programme, scope, interface risks and phasing impacts to inform executive decision making

## **MJM|DA**

**HEAD OF PROJECT MANAGEMENT** | Malta | Oct 2020 – Nov 2021

Established and led the Project Management function within MJMDA a leading architectural practice in Malta during rapid market expansion, implementing development style governance, templates, policies and delivery controls across a portfolio including new-build villas, apartments, offices plus renovations and retrofits.

### **Key Outcomes**

- Accountable for portfolio programme development, resource planning, budget tracking and control, risk tracking and delivery reporting across multiple concurrent projects.
- Led pre-tender and tender stage governance; developed outline programmes of works, reviewed tender documentation, clarified scope and improved procurement readiness.
- Directed site-stage delivery: chaired progress and governance meetings, managed contractor coordination, implemented change control and resolved dependencies or issues.
- Built repeatable PM toolkits (templates, reporting, processes) to strengthen internal governance and improve delivery predictability.

## **EMAAR**

**DEVELOPMENT MANAGER** - Design | Dubai – UAE | Oct 2018 – July 2020

Client development role within EMAAR's joint venture team developing large scale residential and mixed use waterfront developments, including masterplan destinations such as Beachfront and Mina Rashid.

Delivered market facing assets anchored by high-end residential components, integrated public realm, hospitality, retail and lifestyle uses within a commercially driven developer environment. Accountable for aligning design outcomes with development objectives, product definition, approvals and phased delivery strategy across design, commercial, sales and delivery teams.

### **Projects:**

MASTERPLANS: EMAAR Beachfront; Mina Rashid

RESIDENTIAL: **BEACH ISLE** *at EMAAR Beachfront*; **BEACH VISTA** *at EMAAR Beachfront*; **SIRDHANA** *at Mina Rashid*

### **Key Outcomes**

- Led development coordination of market facing assets, translating development vision and positioning into executable briefs and controlled consultant deliverables.
- Drove cross functional alignment between design, commercial priorities, sales strategy, constructability and handover requirements.
- Directed approvals pathways and coordinated authority submissions to maintain programme momentum and de-risk delivery.
- Managed design stage decision making through option evaluation, scope clarity and phasing logic ensuring packages progressed with delivery discipline.

## **DP ARCHITECTS**

**DESIGN MANAGER** | Dubai – UAE | Jan 2018 – Sept 2018

Client facing management role supporting concept to tender delivery, acting as a key interface between stakeholders and design teams to secure approvals, coordinate packages and progress tender ready outputs.

### **Project**

Dubai Creek Harbour Retail District | Dubai Square

### **Key Outcomes**

- Governed design development; coordinated tender documentation across disciplines to achieve Client approvals, authority readiness and consistent package quality.
- Managed stakeholder feedback loops and ensured deliverables aligned with programme needs and delivery requirements.

## **LUSAIL CITY – QATARI DIAR**

**SENIOR ARCHITECT** | Doha – QATAR | May 2015 – December 2017

Client development role for Lusail City, a large scale masterplan city delivering a diverse portfolio of residential, commercial, hospitality, civic and infrastructure assets. Led and coordinated development across multiple districts and asset typologies, coordinating design governance across masterplanning, infrastructure and vertical development packages to ensure alignment with city wide vision, regulatory frameworks and delivery sequencing.

### **Key Outcomes**

- Led development and phased delivery of multiple Lusail City districts, within a city scale masterplanned programme, contributing to city-wide design coordination, infrastructure integration; approvals across residential, commercial, hospitality and civic assets.
- Coordinated interfaces between infrastructure and vertical development to support phased roll out and approvals momentum.
- Reviewed and challenged design deliverables for compliance, integration and deliverability within a live, multi-stakeholder environment.

## **BESIX - Six Construct**

ARCHITECT | U.A.E. - BAHRAIN | March 2013 – Apr 2015

Contractor-side delivery roles providing deep exposure to buildability, programme pressure, procurement sequencing and multidisciplinary coordination on complex assets.

### **Projects**

Dubai Tram, U.A.E. [Mar 2013 – Jan 2014] (Completed)

Four Seasons Hotel, Bahrain [Feb 2014 – April 2015] (Completed)

### **Key Outcomes**

- Dubai Tram: Led architectural coordination for station packages; managed a team (5 CAD technicians + 1 site engineer); delivered optimised station drawing outputs (800+ revised drawings) under accelerated timelines; strengthened CAD standards and secured approvals for resubmissions.
- Four Seasons Bahrain: Package-managed 3,000 doors incl. ironmongery; coordinated installation sequencing and site interfaces; conducted factory technical resolution and schedule corrections; achieved cost optimisation (AED 1.5m saving).

## **B+H Architects**

ARCHITECT | Doha - QATAR | Sep 2012 – Mar 2013 (Contract Based)

Provided technical office support to the main contractor on a major sports complex, overseeing detailing, design coordination and technical reviews to international standards.

### **Project:**

Lakhwiya Sports Stadium and Complex, Doha - Qatar (Completed)

### **Key Outcomes**

- Led landscape/masterplan refinement (soft/hardscape) and supported feasibility studies, traffic layout analysis and coordination with civil, MEP, construction teams.
- Produced 3D studies and coordinated technical resolution to support constructability and delivery needs.

## **APG Architects**

DESIGN & PROJECT MANAGER | Doha - QATAR | Dec 2011 – Mar 2013

Managed leading projects of the practice worth of 2 mil QAR, from concept design to site supervision. Accomplished projects included the Head office of QFCHT (Qatar Foundation Combating Human Trafficking), QNB (Qatar National Bank) Bank Branches in Old Souq and Lagoon Mall along with the fitting out of majlis private offices.

### **Projects:**

QNB Branch offices (Completed)

QFCHT - Qatar Foundation offices (Completed)

Private offices majlis (Completed)

### **Key Outcomes**

- Produced concept proposals, design packages and shop drawings; reviewed supplier/subcontractor submissions and coordinated procurement comparisons.
- Managed site activities and cross-discipline coordination, ensuring scope, quality and programme adherence.

## **AKTOR SA**

ARCHITECT | Doha - QATAR | Oct 2009 – Nov 2011 & May 2008 – Sep 2008 (prof. practice)

Contractor side responsibilities on major aviation infrastructure packages, supporting construction stage delivery, interface coordination and procurement sequencing within JV environments.

### **Projects**

New Doha International Airport (NDIA), Doha - Qatar (Completed) Construction Packages

CP11: Airline support facilities including Emir Hangars, Cargo Terminal Complex, Animal Handling Centre, Pedestrian Entry and Security Exit Buildings.

CP26: Qatar Airways Maintenance Hangar accommodating Airbus A380

Contracts budget: 1.2bil. Dollars a Joint Venture project (ADCC JV)

### **Key Outcomes**

- Supported buildability reviews, design coordination and interface resolution between consultants, subcontractors and site teams.
- Strengthened understanding of programme constraints, procurement sequencing and delivery risk management in contractor-led environments.

## **EARLY EXPERIENCE / INTERSHIPS**

- Architectural Assistant, P&G Architects, Greece, Sept 2005 - February 2006
- Assistant to the Quality Control Manager, Egnatia Odos S.A; Highway Project Greece, July 2002- Oct. 2002 / July 2001- Oct. 2001