

Curriculum Vitae

Paul Wright

Project Manager / Project Director.

Personal Summary

An experienced international real estate construction professional with proven delivery track record working as Client (Developer), Consultant (Project Management) and Contractor across multiple sectors - retail, office, residential, hotel, aviation in multiple countries (UK, Bulgaria, Romania, Serbia, Croatia.)

Extensive Project Management experience for Client-side development projects from inception (site acquisition) through planning & design, tender & construction, handover & operational start up, asset and facilities management and ultimately asset sale & disposal.

Personal information

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Linkedin Profile <http://www.linkedin.com/pub/paul-wright/78/ba5/605>
Nationality British
Date of birth 13th August 1976

Work experience

Dates August 2017 – Present
Occupation or position held **Optim Project Management – Country Director Bulgaria**
Business Sector Real Estate, Consultant, Owner, Project Management Cost & Risk Consultancy
Main activities and responsibilities Equity Partner & Country Director of international real estate PM Consultancy (www.optimpm.com). Solely accountable for activities of the company in Bulgaria, including recruitment & training of local staff, P&L of Bulgarian office, payroll & HR, business development & marketing, Client management & communications, negotiating & commercial management of all contracts, management of 3rd party relationships (designers, contractors, lawyers, accountants, government authorities, etc). Major projects directly responsible for delivering;

- [Galerija Mall, Belgrade](#) – €150+ Million, 250,000+m2 of prime retail mall with 300+ units.
- [Paradise Centre, Sofia](#) – Complex renovation of level -1 in operational Mall environment.
- [The Q, Sofia](#) – Residential development of 30,000+m2, 150+ Apartment complex in Sofia.
- [Hotel Svetopolis](#) – Renovation of operational 4* Hotel – bedrooms, common areas & spa.
- [Office Fit Out](#) – For major international blue-chip Clients – UBB, DZI, Allianz Insurance.

The role required significant leadership and small business entrepreneurial skills along with detailed technical knowledge and commercial & contractual acumen in the delivery of construction projects for Clients. Key challenges included the recruitment, training & management of suitable local staff, usually without direct Project Management education or experience, into the project management delivery role on behalf of the company.

Dates August 2007 – Dec 2016
Occupation or position held **Infinity Group - Development Director**
Type of business or sector Real Estate, Retail, Investment, Development, Project Management, Cost & Risk Management.
Main activities and responsibilities Client-side role reporting directly to the Group CEO of an international real estate developer. Directly accountable for all aspects of project delivery including negotiating contracts, budgeting & cost management, ensuring project quality standards, scheduling, planning & timely delivery;

Main projects directly responsible for successfully delivering;

- [Debenhams](#) – Over 20,000m2 fast track retail roll out programme of 6 department stores.
- [Infinity Tower](#) – 20,000m2 of Class AAA 20 storey commercial Office Tower in Sofia.
- [Bulgaria Mall](#) – 130,000 m2 mixed use Retail Mall, Class A Offices, basement parking.
- [Mount View Sofia](#) – 128 Apartments in mid-rise residential development in Sofia, Bulgaria.

Role required commercial acumen for profitable delivery of the portfolio on behalf of the company.

Dates	November 2001 – August 2007
Occupation or position held	Vector Management - Project Manager
Type of Business or Sector	Project Management, Consultancy, Cost & Risk Management.
Main activities and responsibilities	<p>Project Management consultant role reporting directly to the Managing Director. Leading the delivery of various commercial development projects in UK (up to 2003) and Bulgaria (post 2004). Directly responsibility for delivering the following projects in UK & Bulgaria:</p> <ul style="list-style-type: none"> • Feasibility Study for 75,000m2 mixed use town centre urban redevelopment in Sofia. • DSV Logistics Warehouse 16,000m2 Air-conditioned Logistics Warehouse in Sofia • Holiday Inn Sofia 12,000m2 130 bed Commercial Hotel development in Sofia. • White Fir Resort 20,000m2 Commercial Residential Resort Development at Bansko resort. • British Airways' Heathrow Data centre. M&E infrastructure refit at operational 24/7 site. • Birmingham Airport – Project Management of commission for completely new terminal. <p>The above aviation projects have been delivered with complex stakeholder management and liaison with the Airport Authority, Regulatory bodies, other airlines, as well as British Airways. All of the projects have required full Project Manager duties including: Project Briefing, Business Case preparation, Design Team selection, Procurement and Tender Management, Programme Management, Budgeting, Cost Management, Project Delivery, Commissioning, Site Inspections, Defect Rectification and Handover.</p>
Dates	August 1996 – January 2001
Occupation or position held	Schal Construction Management - Assistant Project Manager / Site Engineer
Type of business or sector	Construction Management, Design & Build, Contractor.
Main activities and responsibilities	<p>Based in London working on various sites for a large Construction Management Company, projects;</p> <ul style="list-style-type: none"> • BP Research & Engineering Centre - Working on large scale project for BP comprising high technology workshops and laboratories including the construction of 4 new separate office buildings. • 50 Finsbury Square - Managing a £30 million construction management multi-storey speculative office development in central London, responsible for managing specific trade packages. • Design & Build Manager - on an £18 million Logistics and Industrial warehouse park in Ashford, UK.
Personal skills & competences	
Awards	<p>Project Director for the Bulgarian ‘Commercial Building of the Year 2014’ – Infinity Tower. Project Director for the Bulgarian ‘Green Building of the Year 2013’ – Bulgaria Mall.</p>
Professional Membership	<p>Full Member of UK Chartered Institute of Building - CIOB Member No. 1330578 since 2000. Member UK Association of Project Management - APM Member No. P0260866 since 2015. Member Project Management Institute – PMI Member No. 2024342 since 2014.</p>
Technical skills and competences	<ul style="list-style-type: none"> • Experienced as single point of delivery responsibility – Project Director / Project Manager. • Client facing – dedicated point of contact for all Client communications. • Adept at producing realistic Project Execution Plans, including programmes & resources. • Knowledge of Architectural, Structural & MEP Engineering Drawings / Specifications. • Expert in procurement and tendering procedures, designers, consultants, contractors. • Contract Administration (including acting as Principal Engineer under FIDIC Contracts). • Risk Management, leading risk workshops and contingency option planning. • Project Budgeting and overall Cost Management, including variations / change control. • Value Engineering and presenting various cost options to Clients to meet budget restraints. • Commercial negotiations, claim management and settlement of final accounts. • BREEAM / LEED Environmental certification process.
Computer skills and competences	All MS Office, BIM, AutoCAD, CDE, Planning and Project Management Software.
Social skills and competences	Team player – regularly play football, rugby in Sofia & involved in their committees. Involved in local charities including the Cedar Foundation for disadvantaged orphans.
Education and training	
Title of qualification awarded	BSc (Hons) in Construction Engineering Management
Name and type of organisation providing education and training	Loughborough University, UK