

Beha Al-Hawwaj

Beha.alhawwaj@colorado.edu

Summary of Qualifications

- Effective leader with strong problem-solving, organizational, analytical, and negotiation skills.
 - Six years experience in project development, and construction management.
 - Project manager of the first Gold LEED certified building in Kuwait.
 - Owner and founder of an entrepreneurial business in Kuwait.
 - Strong quantitative skills with an advanced knowledge in Microsoft Office programs & Argus.
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Education

University of Colorado at Boulder, Leeds School of Business <i>MBA Candidate, emphasis in Real Estate and Entrepreneurship</i>	Boulder, CO May 2014
West Virginia University <i>Bachelor of Science in Civil Engineering</i>	Morgantown, WV August 2004

Work Experience

Real Capital Solutions

Investment Analyst (Intern)

Louisville, CO
June to August 2013

- Underwrote and performed acquisition deals for opportunistic condominiums in several cities for up to \$60 million acquisition deals with IRR not less than 30%.
- Studied markets for the prospective properties analyzing real estate demands and supplies.

ALARGAN International Real Estate Co.

Project Manager/ Owner Representative

Shuwaikh, Kuwait
2006 to 2011

- Successfully managed and delivered the construction of a \$55 million office building, the first Gold LEED certified building in Kuwait.
- Educated supervisors and contractor teams throughout the LEED certification process.
- Represented the Chairman to governmental entities and developed strong relationships.
- Evaluated bids, negotiated and awarded millions in contracts to sub-contractors and vendors.
- Profitably led and managed a \$65 million residential waterfront tower.
- Managed the final stage of the development of 28 residential villas worth \$29 million.

Assistant Property Manager

01/2006 to 08/2006

- Achieved 100% occupancy in prime commercial property by cultivating positive relationships with tenants, negotiating lease terms, and maintaining the attractiveness of the property.
- Developed and tracked an annual budget in order to increase transparency and efficiency.

Kuwait Fund for Arabic Economic Development (KFAED)

Trainee Engineer

Kuwait City, Kuwait
12/2004 to 1/2006

- Chosen to participate in a selective national training program that places engineers in international private sector companies across multiple disciplines.
- Completed courses in value engineering, contract planning, feasibility study, marketing, finance, and project management. Specific corporate rotations included:

Consolidated Contractors Company

Athens, Greece

- Rotated in departments: planning cost control, quality control, and health & safety.

Consolidated Contractors Company

Dubai, U.A.E

- Performed as night site engineer of Dubai Mall project, considered the largest mall in the world.

SSH Consulting

Subhan, Kuwait

- Supervised 2 general contractors on site, managed contracts, documents and Bills of Quantities.
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Entrepreneurial Experience

Think Café Co-founder & owner

Kuwait City, Kuwait
7/2010 to present

- Conceived of and co-founded a café/collaborative workspace in an urban entrepreneurial hub to satisfy the demand for shared amenities among start-ups.