

Bio of Mark Stewart Lawson, FRICS



Professional Profile:

Mark is a Chartered Project Management Surveyor and offers a proven track record of over 25 years in International Project development, including design and construction and project management gained in the UK, Central and Southern Europe, North and South America and North Africa. He is in the business of providing guarantees to Property Developers, Hotel and Resort developers, Stakeholders, Investors, Banks and home builders, and he is called upon to add managerial value to projects with development and construction challenges, operating in foreign environments, where his skills and knowledge have provided solid results that consistently out-performed agreed targets.

Mark is a skilled international property development executive and has experience in setting up new ventures, building and leading multi-disciplinary teams and has delivered to targets over 53 Mixed-Use, Hotel, Resort, Residential and Commercial Centre projects totalling over 500,000m² of construction area and has controlled infrastructure implementation on land totalling more than 16M m². He offers deep and wide knowledge in taking projects from inception to keys hand-over, assigning and managing all roles, where development and profitability targets have been consistently beaten. He is accustomed to working in cross-cultural environments and thrives in these challenges, having built and led his multi-national and multi-disciplinary teams to successful project conclusions. His known expertise also “rescues” projects in trouble, where he has gained a credible record, leveraging his negotiation, team leading and strategy skills in favour of his clients and their project outcomes. He is well known in the sector for getting things done in the most effective manner, balancing and complying with agreed criteria and targets.

Mark holds a Masters Degree in the Management of Property Development Companies in addition to an Certificate in the Advanced Management of Development Companies achieved at a specialist property development business college in Málaga, Spain- IPE.

In 1999, having delivered 3 Marriott branded projects- In Spain, the Balearics and Paris- substantially under budget and earlier than scheduled, he founded his own consultancy company- MDCI Project Managers- providing strategic and management services to a range of customers, including Marriott- no project managed by Mark has been delivered late- most (55%) have been delivered under budget- achieving savings brought to the bottom lines of projects to the tune of €70M to date.

He is a fluent Spanish speaker and writer, with a working knowledge of German, Portuguese and French. Mark is a Fellow of the Royal Institution of Chartered Surveyors in addition to being a founder Board Member of AECMA (Spanish Association for Project and Construction Management).

Currently based in Spain, he is accustomed to international and cross cultural assignments.

Professional Experience

1999 to date **MDCI Project Managers, Spain.**

Founder & Managing Director

- Identified a niche in the market and founded an independent Project Management and Property Development and Construction Consulting Company to service national and foreign investors and developers wishing to guarantee that their interests were protected and that their projects developed according to quality, budget and time constraints. Projects managed in Spain, France, Morocco, Portugal, Canada, Argentina, Brazil and Cape Verde.
- Captured 1% of the National Project management market in a market dominated by well known Multi-national service companies.
- Saved clients a combined amount in **excess of €45m representing 9% of managed budgets.**
- MDCI Project Managers has **delivered over 4,400 units on 50 different projects including 10 hotel-resorts, and numerous individual villas- totalling investment budgets of €850m-** all delivered on time and on - or below - budget.

1995-2000 **Marriott Vacation Club International (a division of Marriott Int. Inc) USA.**

Project Director Resort Design and Construction for Europe

- Contracted in London as a member of the executive European Senior Team. Responsible for establishment of the company's first three European projects, comprising 550 units with a combined

investment value of \$180m. Interfaced with U.S. executives to integrate Marriott standards and procedures into a new market, and surpassed these requirements. Led the development of 3 projects to targets.

- Directly responsible for savings of \$4m on previously agreed development budgets.

Previously:

Development Due Diligence consultant, London based

- Clients included **Marriott Ownership Resorts Inc. (USA)** and **First National Commercial Bank (U.K.)**, organisations with extensive investments in Spanish and European property.

Global Group of Companies, UK and Spain

Development Director

- Managed to development targets the design, construction and equipping of two vacation Resorts consisting of 270 units, leisure, food and beverage, commercial and operations areas- 1000 miles apart.
- Saved the company £4m on previously projected budgets and all projects were constructed, equipped and occupied by clients on time.

Sunley Holdings PLC, London and Spain

Sales and Development Manager

- Appointed to the company's Spanish operation and assumed managerial responsibility for a failing project of 80 luxury apartments for this UK PLC. Project rescued, developed on time and sold out 6 months ahead of schedule.

Professional Memberships

- **FRICS**- Fellow of the Royal Institution of Chartered Surveyors.
- **PROMOTUR** (Association of Residential Developers of Andalusia) -Board Member.
- **AECMA**- Construction Management Association of Spain- founder Board Member.

Academic:

Masters Degree in Management of Property Development Companies at Malaga Business College IPE- course taken in Spanish.

Certification in Advanced Management of Property Development Companies, at IPE, Málaga, Spain.

Special Recognition

MDCI Project Managers awarded "Project 2007" First Prize for "**Outstanding contribution to Project Management in Residential Tourism projects in Spain**".

In 2006 MDCI Project Managers achieved **ISO 9001-2000 Certification for Project and Construction Management Services**.

Personal Details:

Born in Cheshire (UK). Resident in Spain.

Tel: (+34) 669 004 004 (Spain) or +447762 772269 (UK), Email: mark@mark-lawson.com

Professional networks: Twitter- MarkSLawson
LinkedIn- MarkSLawsonfrics