

MOHAMAD FLAIFEL

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate; Double Major in Finance and Real Estate

Philadelphia, PA

2024 – 2026

- *GMAT Score:* 760 (99th Percentile)
- *Leadership:* VP Finance - Wharton Real Estate Club; VP Careers - Wharton MENA Club; Board Member - Wharton Sailing Club
- *Membership:* Finance Club; Samuel Zell & Robert Lurie Real Estate Center

AMERICAN UNIVERSITY OF BEIRUT (AUB)

Bachelor of Engineering in Civil and Environmental Engineering

Beirut, Lebanon

2016 – 2020

- *GPA:* 94.48/100
- *Awards:* Youssef Salam Civil Engineering Excellence Award for ranking first among civil engineering class; Dean's Honor's List with high distinction throughout enrollment; First prize winner in research in a university-wide sustainability competition
- *Leadership:* Co-Founder and Treasurer - AUB Real Estate Club; Co-Founder and Vice President - AUB Evergreens Club; Board Member - American Society of Civil Engineers (ASCE)–AUB Chapter

EXPERIENCE

KEARNEY

Associate (Real Estate Practice)

Senior Business Analyst (Fast-Track Promotion)

Business Analyst

Dubai, UAE

2024

2022 – 2023

2021 – 2022

Select Real Estate Consulting Projects

- Led a team of three business analysts to develop a National Real Estate Supply Stimulation Strategy for Saudi Arabia and modeled the financial and socio-economic impact of developing an additional 60 km² of residential, commercial, and mixed-use land plots over the next five years, directly feeding into the Kingdom's Vision 2030 strategy
- Developed the strategic plan for the world's largest industrial and logistics city in Saudi Arabia (705 km²) by conducting supply and demand analyses and forecasting the city's overall demographic, socio-economic, and financial outcomes of 3M residents, +\$300B gross domestic product (GDP) contribution, and \$1.4T capital expenditure
- Formulated an urban regeneration strategy for two culturally significant districts in Riyadh by proposing 116 initiatives encompassing new real estate development projects, activations, and monetary and regulatory incentives to re-attract 5K residents

Other Select Consulting Projects

- Spearheaded the transformation, implementation, and knowledge transfer stream to support four defense entities in achieving their target operating models by identifying operational bottlenecks and devising six enhancement initiatives and recommendations
- Designed target operating models and governance structures for five Armed Forces entities through baselining of current state, benchmarking to international best practice, conducting gap analyses, and identifying areas of development

GREEN SCAPES CONTRACTING - Landscaping Construction and Maintenance Firm

Civil Engineer

Dubai, UAE

2020 – 2021

- Oversaw the construction of a \$900K irrigation project leading to the EXPO 2020 area, managed a team of seven blue collar employees extend +10 km of pipeline and plant +400 trees, and ensured area hand-over three weeks before the deadline
- Supported the delivery of a \$1.4M urban landscaping project and led project management meetings with engineers from master-developer Emaar

RAY LABS - Real Estate and Property Technology Start Up

Operations Coordinator and Quality Assurance Officer (Full-Time then Part-Time)

Beirut, Lebanon

2020 – 2021

- Improved the product development process by designing and managing a new product delivery framework decreasing the product delivery duration from ten days to just three days
- Conducted competitor analyses and developed a market entry strategy leading to the start-up's expansion into the UAE and KSA by July 2021 in an accelerated nine-month period

ADDITIONAL INFORMATION

- **Languages:** English (Fluent); Arabic (Native); French (Intermediate Level B1); German (Intermediate Level A2); Urdu (Beginner)
- **Interests:** Long Distance Running (*completed first marathon at age 19*); Basketball (*started playing at age four, and continued until graduating from AUB*); Sailing (*planning ASA sailing certification in January 2025*); Environmental Sustainability and Social Impact (*led Kearney's social impact and sustainability initiative*); Community (*high school alumni ambassador to Pennsylvania*)