

Mahmoud AlBurai

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Key Qualifications

Policy maker, SDGs leader, university professor, city changer and global innovator with strong communication and leadership skills. Ability to led and manage teams to execute innovator and high level projects for UAE, Saudi, and Bahrain. Passionate about competitiveness, sustainability, real estate, and corporate governance that engages all echelons of society. I was the youngest director in the Dubai government in 2008. Appointed to numerous boards within the UN and international organizations to provide strategic guidance on cities and sustainability. Selected by UN as a city changer in 2021. Founded and opened the first MENA region focused think tank on sustainability. Extensive background in policy formation and increasing foreign real estate investment.

Professional Experience

Senior Advisor

Real estate Regulatory Agency(RERA)

Dubai Government

October 2018-Present

Roles and responsibilities

- drafting strategies and policies needed to grow Dubai Real estate market competitiveness to attract FDI.
- working with real estate industry stakeholders on long term and sustainable solutions for Dubai real estate market
- working with different local and federal governments on developing investment environment to attract investors and entrepreneurs.
- Leading owners associations regulatory, compliance and governance strategies to improve community management practices in the market.
- Leading government team working on awareness, stakeholders protection, legal transparency, governance, innovation , and stakeholders confidence.
- Handling owners association challenges and work as RERA representative in crisis committees

Senior advisor

Dubai Police

Dubai Government

April 2023-Present

Roles and responsibilities

- drafting strategies and policies needed to make Dubai more resilient
- engaging the private sector in Dubai Resilience strategy
- strengthening relationship between Dubai Police and International organizations working in the field of sustainability and resilience.

CEO
Dubai Real Estate Institute (DREI)
Dubai land department

United Arab Emirates (UAE)

May 2009 – Oct 2018

Roles and responsibilities

- Created the first educational programs for real estate brokers in the UAE.
- Led, develop and execute strategies for the Educational Institute of the Dubai Land Department, which trains over 70,000 professionals working in Dubai yearly.
- Develop graduate level real estate programs in addition to executive courses in specialized real estate areas.
- Forge strategic relationships with international institutes including think tanks and universities, for new programs in the UAE. This includes partnerships with the UN, Harvard University, Project Syndicate, MIT, etc.
- Expand best practices for real estate brokers in the UAE government, GCC and other Arab countries. Manage exchange programs and host international experts.
- Approve curriculum and all educational programs.

Key achievements

- Financially success, moving DREI from a 10 million loss in a year to a profitable institute, 35 million net profits.
- Signed strategic relationship with Arab league and National Association of Realtors to expand DREI courses into the Arab region.
- DREI won the best “Arabic Productive Idea 2014 award and the second best government initiative in 2014.
- Recognized for my “Future Realtor” program for UAE nationals to increase UAE national percentage in the marketplace.
- Created the “Dubai Global Initiative, Real Estate Connect” program to exchange ideas, information and networking opportunities with international real estate markets.
- Expanded to programs in multiple Emirates, and Sultanate of Oman, Kingdom of Saudi, Hashemite Kingdom of Jordan, Kingdom of Bahrain, and Kuwait.

Assistant Professor of Management

May 2013 – Present

Director, Middle East Cities Centre

American University in Dubai

Roles and responsibilities

- Teach business courses: Introduction to business, business communications, operations management, International business, Human resources management, Innovation and entrepreneurship and strategic management
- Teach real estate courses: Introduction to real estate, real estate investment and finance
- Lead research work on competitiveness, SDGs, future of cities and innovation

Chairman

September 2020 – Present

UNDRR Private Sector Alliance for Disaster Resilient Societies(UAE)

and Member of Making Cities Resilient 2030 Arab States

Roles and responsibilities

- To create **risk-resilient societies** by energizing the private sector in collaboration with the public sector and other stakeholders to achieve the outcome and goal of the Sendai Framework in a transparent and inclusive way that delivers local and measurable impact
- Engage with the public sector and other stakeholders in the UAE regarding implementation of the Sendai Framework
- Recruit private sector companies in the UAE to join ARISE and/or support disaster risk reduction initiatives and best practices
- Develop and implement projects and programs in the UAE consistent with the Sendai Framework, such as studies, research, education, communications, conferences, symposia, which will lead to building resilience for the members of ARISE- UAE
- Represent ARISE at Country meetings and events
- Engage industry associations in the UAE to effect the goals of the Sendai Framework
- Support annual celebrations of the International Day for Disaster Risk Reduction (13 October) and World Tsunami Awareness Day (05 November).
- Promote the use of existing instruments and tools such as the UNDRR Disaster Resilience Scorecard for Cities and support the development of new tools, guidance and capacity building initiatives for risk-informed business development.

Expert

PricewaterhouseCoopers, PwC Middle East

**Saudi
June 2021-Present**

Roles and responsibilities

- Provide advice and guidance to Pwc team on real estate policy and regulations.
- Advise Saudi government team on the best practices in real estate regulations policies.
- Review proposed real estate laws and regulations related to brokerage, and development in Saudi
- Run workshops and webinars to government officials on real estate regulations best practices
- Train the trainer program for Saudi Real estate Institute future lecturers

Consultant

Maven Insights consultancy

**Saudi
Jan 2022-Present**

Roles and responsibilities

- Provide advice and guidance to Saudi Land Registry in setting up property registration system in Saudi
- Advise Saudi government team on the best practices in real estate registration policies.
- Review proposed real estate laws and regulations related to land ownership in Saudi
- Train the staff of the new Saudi Land Registry on the processes and best practices related to land governance.

Faculty –Executive Education

Mohamad Bin Rashid School of Government

**Dubai
August 2022-Present**

Roles and responsibilities

- Lecture on sustainability, resilience and competitiveness to government officials from the Arab region.
- Develop lecture notes and training materials on business and policy making issues
- Speak at events organized by the school

**Strategy advisor
Thinkprop**

**Abu Dhabi
June 2022-Present**

Roles and responsibilities

- Provide advice and guidance to Thinkprop in setting up Real estate education in Abu Dhabi
- Train real estate brokers in Abu Dhabi
- Advise Thinkprop team on the best practices in real estate education
- Review partnership strategies of Thinkprop and advise on best partnership opportunities

**Chairman
PropTech Community**

**United Arab Emirates(UAE)
September 2019- Dec 2021**

Roles and responsibilities

- Build PropTech Community in the Middle East by connecting global PropTech entrepreneurs and start-ups (Innovators) with local professionals, advisers, and investors (Enablers) for the purpose of collaborating on ideas and/or investing in these ideas to improve and optimize the real estate and construction.
- Develop PropTech insights and research to guide policy making and industry innovation.
- Host enriching exclusive events by bringing together a prominent community of CEOs, entrepreneurs, investors, and industry experts, who share a common goal of solving some of the biggest challenges in real estate and construction through technology.

**Chairman
Community Associations Institute (CAI), Middle East**

**UAE and MENA Region
April 2017- Dec 2021**

- Manage Middle East operations of CAI , an international membership organization dedicated to building better communities with more than 34,000 members,
- Works in partnership with 62 chapters, including a chapter in South Africa, as well as with housing leaders in a number of other countries, including Australia, Canada, and the United Kingdom.

- Lead capacity building programs to create professionalism in community management business.
- Support region's government in regulating Owners Associations.

Consultant
Ireland Development International

Bahrain
June 2017-June 2018

Roles and responsibilities

- Provide advice and guidance to Bahrain Land department in setting up Real estate Regulatory Authority in Bahrain.
- Advise IDI team on the best practices in real estate development policies, licensing regulations, capacity building and valuation.
- Review proposed real estate laws and regulations of Bahrain
- Train real estate leaders of Bahrain

Senior advisor

Riyadh
June 2016-May 2017

Ministry of Housing, Saudi

Roles and responsibilities

- Provide advice and guidance to Saudi Ministry of housing in drafting real estate policies and regulations.
- Advise the ministry team on the best practices in home owners associations policies, licensing regulations, and capacity building.
- Lead the team in setting up Saudi Real estate Institute to raise professionalism level in the Saudi real estate market
- Forge strategic relationship between Saudi government and innovative real estate and construction companies globally

Chair and MENA Representative
UN Global Compact (UNGC) Local Networks Advisory Group
– April 2019

UAE and MENA Region
June 2015

Roles and responsibilities

- Provide advice and guidance to the Global Compact Local Network team and the UN Global Compact Head Quarter.
- Head Local Steering Committee, which includes CEOs from prominent institutions in the UAE, and is responsibility for growing UNGC in the UAE.
- Assist in developing the agenda for the Annual Local Networks Forum, which resulted in global adoption to all Local Networks.

- Coordinate with MENA Local Networks on UNGC strategies and represent their views in the board
- Forge partnership with regional government and business organizations to promote the Sustainable Development Goals (SDGs).

Key achievements

- Promoted adaptation to the SDGs among businesses in the Middle East and expanded UNGC UAE, to be the fastest growing network in the world.
- Launched Women Empowerment Platform for private sector to promote gender equality in the UAE, 65 companies have become signatures to date.
- Launched the Sustainability Youth Ambassadors program, which now has 150 university students supporting private sector in strategizing SDGs.
- Launched UAE SDG Pioneers to celebrate sustainability success stories.

Vice President and Board member in FIABCI International International Real Estate Federation (FIABCI), Arabic Countries April 2017- Present

Roles and responsibilities

- Connect real estate professionals in the Arab region to network with global audience of 1.1 million members from 84 countries (members of FIABCI) groups to build Dubai global stature and improve the local economy.
- Working with different sectors of real estate represented in FIABCI including commercial, residential, office, leisure, retail, industrial and agricultural.
- Advise region's government on real estate policies and regulations.

Board & Delegate Experience

Board Member and President of FAIBCI Emirates International Real estate Federation (FIABCI)

May 2020- Present

- Connect real estate professionals in the Arab region to international real estate professionals
- Leading professional division in FIABCI
- Working with different sectors of real estate represented in FIABCI including commercial, residential, office, leisure, retail, industrial and agricultural.
- Advise region's government on real estate policies and regulations.

Board Member

National Association of Realtors(NAR) Chicago, United States

Nov 2018-Nov 2019

- Advise NAR, largest real estate network with 1.3 million members, on their outreach and activities in the Middle East
- Link NAR members with Middle East real estate community to share deals and opportunities
- Link NAR with international bodies such as UN, World Bank, WEF,etc

FIABCI Delegate

West Asia

United Nations Economic Commission for Western Asia (UNESC-WA) 2012 – Present

- Collaborate work with UNESC-WA, UN Educational, Scientific and Cultural Organization, UN Development Programme, US Agency for International Development and other UN agencies on housing and real estate related issue.
- Collaborate with a worldwide network of 60 member countries and 115 different national professional real estate associations to improve better real estate regulation and information.
- Work with UNGC Cities program to promote and advocate for the Cities Program in the Middle East Region and make cities more sustainable.

FIABCI Delegate

Geneva

United Nations Economic Commission for Europe (UNECE)

2014 - Present

- Appointed as Observer in all UNECE events by UNECE Secretary General.
- Work with Real Estate Market Advisory Group on real estate risk profiles, sustainable real estate markets, and affordable housing themes.
- Represent DREI in the Housing and Land Management Committees, Working Party on Land Administration, and Real Estate Market Advisory Group.

Global Advisor

New York

United Nations Global Compact Cities Program

2014 - Present

- Provide advice to the International Secretariat in relation to broad themes of engagement, and to issues pertaining to a particular city or cities.
- Seek to engage cities in which they work in the Cities Programme either as a Signatory, Reporting or Innovating City and inform new policy.

Advisor Board Member

Washington D.C.

Smart Cities Council

2014 – Present

- Represent MENA region in Smart Cities Council quarter meetings with partner companies and smart cities leaders and promote Smart City policy adoption.

Additional Professional Experience

Senior Director, Real estate Sector Development Department

UAE

Dubai Real Estate Regulatory Agency

2008 – 2012

- Headed team who developed the code of governance for the Real Estate Development Industry, which has been reviewed by World Bank, International Finance Corporation, International Corporate Governance Network and other international consultants.
- Assisted in writing the Emirates Book Valuation Standards and the Code of Ethics for Dubai Valuers, which was in-line with international standards set by bodies such as International Valuation Standards Council, The European Group of Valuer's Association, and Royal Institution of Chartered Surveyors.

Vice President

United Kingdom

International Real Estate Federation-UK

2011- 2014

- Team member of the Arab UN team and actively engaged real estate groups to build Dubai global stature and improve the local economy.

Development Associate Manager - Market Intelligence Unit

United Arab Emirates

Dubai Holding

2006 - 2008

- Analyzed strategic market data and information on macro-economic variables, socio-political and demographic parameters.

Education

Master Degree in International Business Law. Paris Pantheon-Assas University 2021-2022

Doctorate of Business Administration. Grenoble Ecole de Management 2015- 2020
France in collaboration with Webster University in Geneva

Thesis: Rethinking real estate competitiveness by complementing economic performance with a stakeholder approach.

Master in Cities, London School of Economics and Political Science 2017-2019

Sheikh Mohamad Government Leaders Program 2014- 2015
Sheikh Mohamad Leadership Centre

Master in Business Administration, International Finance 2008- 2010
American University in Dubai
GPA: 4.0/4.0

Master of Science in Real Estate Development 2007-2008
National University of Singapore

Bachelor of Science in Electrical Engineering, American University in Dubai 2002– 2006
Valedictorian/GPA 3.97/4)

Professional Training Certifications

- Certified Global Reporting Initiative 2013
- Certified Dubai Excellence Award Evaluator 2013
- Certified International Property Specialist, National Association of Realtors 2012
- Certified Professional Director, Institute of Directors Mudaraa, World Bank 2011
- Chartered Risk Analyst, American Academy of Financial Management 2011
- Master Financial Professional, American Academy of Financial Management 2011
- Master Project Manager, American Academy of Project Management 2011
- Certified International Project Manager, American Academy of Project Management 2011
- Community Association Institute, USA 2010-2011
- Fellow of Dubai Real Estate Institute 2010-2011
- RERA Certified Owners Association Manager 2010

- RERA Certified Real Estate Professional 2010

Speaking and Conference Engagement

- TEDX AlFujairah 2018
- International Real estate Federation 2018
- Harvard Design school 2018
- NAR Asia Event-Vietnam 2018
- Middle East Association Managers 2011
- 3rd Arab Real estate and Urban Development Conference 2011
- Head of MENARES Conference 2010
- Keynote speaker at First Middle East Association Managers 2010
- Keynote speaker at Cityscape Conference 2009-2011
- Head of ARELLO District 6 2009
- 2nd Arab Real Estate and Urban Development Conference 2009
- Keynote Speaker at ARELLO conference North Carolina 2009

Awards and Recognitions

- Goodwill Ambassador 2018
- Distinguished Young Alumni Award, American University in Dubai 2012
- Highest Academic Achiever in MBA Graduating Class 2010
- His Highness Sheikh Mohammed Bin Rashid Pioneers Program Scholarship 2008
- Dubai Holding Academic Scholarship 2006
- Valedictorian Award, American University 2006
- Student Government Association Award for Students leaders 2006
- International Who's Who Award, USA 2005
- His Highness Sheikh Mohammed Bin Rashid Undergraduate Scholarship 2002-2006

Membership

- European group of organizational studies 2020
- TCN network (The Clusters and innovation network) 2020

Personal Information

Date of Birth: 19 September 1983
 Marital Status: Married
 Nationality: United Arab Emirates

Languages

- Arabic
- English

References

Available upon request