

Ibrahim Omar

Chief Operating Officer | @ HEYAZAH

I lead the operating system behind ambitious real estate businesses—aligning strategy, people, governance, and portfolio execution to create durable performance.



○ RIYADH · SAUDI ARABIA

15⁺

YEARS OF EXPERIENCE

SAR 12 Billion

PORTFOLIO GOVERNED

PROJECT SIGNATURES

A PORTFOLIO SHAPED ACROSS EVERY STAGE



02 / PROFILE

From vision to value.

An executive shaped by the full development cycle—not a single discipline.

Ibrahim Omar is a real estate development and operations executive with 15+ years spanning architecture, project management, development leadership, investment analysis, and enterprise operations.

As Chief Operating Officer at HEYAZAH, he aligns strategy, governance, people, commercial controls, and delivery systems to turn ambitious real estate concepts into measurable business outcomes.

“ Leadership at scale means aligning people, decisions, and operating systems behind one clear direction —then turning that alignment into consistent performance.

DEVELOPMENT PRINCIPLE

Sustainable value is created when design ambition, investment discipline, and execution clarity move as one.

BASE	FOCUS	PERSPECTIVE
Riyadh, KSA	Development & Operations	Strategy to Delivery

Operating leadership with enterprise reach.

At HEYAZAH, the COO mandate connects executive direction with the systems, decisions, and accountability needed to deliver at scale.

01 Strategy & execution Translate corporate priorities into operating plans, governance rhythms, and measurable outcomes.	02 Portfolio governance Create decision visibility across schedules, cost, quality, risk, and executive performance.	03 Development & investment Connect feasibility, product positioning, land use, and development strategy to commercial value.
04 Delivery excellence Align design, procurement, construction, and handover around disciplined programme controls.	05 Commercial & contracts Strengthen cost control, contracting strategy, change governance, and value engineering.	06 People & performance Build accountable teams, clear ownership, and a high-performance delivery culture.

Places with purpose.

Projects delivered and governed across HEYAZAH and Tanmiyat Al Riyadh. Select a collection, then explore each destination through its official page.

							
01 PARKSIDE	02 DOWNTOWN	03 iCAP	04 AMMARIAH	05 KAYANAT	06 SKYLINE	07 S TOWER	08 PRIME SQUARE
							
09 BUSINESS YARD	10 LIVIN	11 HEYAZAH HAVEN	12 NARJIS VILLAS	13 HEYAZAH GATE	14 LEX	15 MASAR MAKKAH	16 AMD CENTER
							
17 SIGMA	18 TAKAMUL	19 SUMUD	20 THE ROOF	21 AL WAHA	22 AL WAHA WAVES	23 MANFAZ	24 WAED
							
25 AL WOROOD RESIDENCE							

A career built end to end.

Progression from
architectural practice to
enterprise operations.

●	2026 — PRESENT	HEYAZAH	Chief Operating Officer Leads enterprise-wide operating strategy, translating board and executive priorities into accountable systems, aligned leadership teams, decisive portfolio governance, and consistent performance across the business.
●	2023 — 2026	TANMIYAT ALRIYADH	Projects & Development Director Led a SAR 3B real estate portfolio across strategy, land acquisition, due diligence, feasibility, financial modelling, design, construction, and commercial control.
●	2020 — 2023	HEYAZAH	Senior Projects & Development Manager Shaped development strategies, land-use optimisation, business plans, project economics, approvals, contracts, and multidisciplinary teams.
●	2018 — 2020	HEYAZAH	Project Manager Managed four projects valued at SAR 600M, covering programme, constructability, risk, negotiations, progress payments, and cost control.
●	2017 — 2018	HEYAZAH	Senior Architect & Coordinator Coordinated SAR 250M mixed-use developments, including office assets and a residential villa portfolio.
●	2015 — 2017	MODEL ARCHITECTS	Senior Design Architect Led design work across complex healthcare and commercial assets, from concept through multidisciplinary coordination.
●	2012 — 2015	MODEL ARCHITECTS	Junior Design Architect Built a technical foundation in architectural design, documentation, visualisation, and project coordination.

Built on rigour.

A multidisciplinary foundation spanning architecture, business strategy, project governance, contracts, sustainability, and operational excellence.

EDUCATION	
● In progress	Doctor of Business Administration Executive research in strategy, leadership, and organisational performance
2021 — 2024	Master of Business Administration Strategic Management · Arab Academy for Science, Technology & Maritime Transport
2007 — 2012	Bachelor of Architecture Faculty of Fine Arts · Department of Architecture

PROFESSIONAL CREDENTIALS

DBA (IP)	MBA
PMP®	FIDIC®
MOSTADAM AP	Assoc. AIA
Six Sigma	OSHA

CORE EXPERTISE

COO LEADERSHIP

○ Enterprise Operating Strategy	○ Executive Leadership & Alignment
○ Governance & Accountability	○ Organisational Performance
○ Portfolio Prioritisation	○ Transformation & Change Leadership

TECHNICAL & DEVELOPMENT

○ Development & Investment Strategy	○ Feasibility & Financial Modelling
○ Project & Programme Governance	○ Commercial & Contract Management
○ Risk, Quality & Value Engineering	○ Design & Technical Coordination

Executive learning

COMMERCIAL REAL ESTATE FINANCE · CFI

- Commercial Real Estate Finance Specialization
- Commercial Real Estate Lender
- Real Estate Financial Modeling
- Real Estate Fundamentals
- Commercial Mortgages · Construction Finance · Construction Loan-in-Process
- Lease & Rent Roll Analysis · Commercial Appraisal · Environmental Due Diligence

FINANCE, ANALYTICS & EXECUTIVE CAPABILITY

- Operational Modeling · Financial Analysis Fundamentals
- DCF Valuation Modeling · Comparable Valuation Fundamentals
- Excel Data Visualization & Dashboards · ChatGPT for Data Analysis in Excel
- Communication & Presentation Skills · PowerPoint & Pitchbooks · Professional Ethics
- Materiality Assessment · NFT Practice Lab

ADDITIONAL EXECUTIVE CREDENTIALS

Contract Law — HarvardX · Business Essentials — CFI · Starting in Real Estate — FutureLearn · P3O · MOSTADAM for Commercial Buildings · Associate membership, American Institute of Architects.

Professional memberships

Project Management Institute · American Institute of Architects · Saudi Council of Engineers · Egyptian Engineers Syndicate · OSHA.

Digital toolkit

AI tools: ChatGPT · Claude · DeepSeek · Primavera P6 · Microsoft Project · Power BI · Revit · BIM · AutoCAD · 3ds Max · V-Ray · SketchUp · Lumion · Rhino 3D · SPSS · Adobe Creative Suite · Microsoft Office.

07 / CONNECT

Let's build
what matters.

Open to meaningful conversations around real estate development, operating strategy, portfolio performance, and leadership.

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