



Prince Nair
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UAE Golden Visa Holder

Senior Procurement & Commercial Leader

Dynamic procurement and commercial leader with 16+ years of progressive experience across large-scale real estate, hospitality, mixed-use, and infrastructure developments in the UAE and GCC.

Accomplished in delivering strategic procurement leadership across multi-billion-dirham programmes, including AED 13B in awarded works (2025), through structured tender governance, contract strategy, and supplier management. Recognised for leading end-to-end procurement lifecycle management, strengthening commercial governance, and aligning procurement strategy with development, legal, finance, and project delivery functions across complex, high-value portfolios.

Core Competencies

Procurement Strategy | End-to-End Tender Management | Contract Administration | Bid Evaluation & Governance | Supplier Management | Commercial Negotiation | Value Engineering | Risk & Compliance Control | Cross-Functional Leadership

Professional Experience

Independent Consultant – Procurement & Contracts | KRS Group | Dubai, UAE

Jan 2026 – Present

Provide strategic procurement and commercial advisory leadership across landscape, interior design and construction portfolios, supporting sourcing strategy, contract structuring, and governance frameworks. Advise owner on procurement planning, risk management, and commercial optimisation.

- Established structured procurement governance frameworks to improve compliance and decision-making across active development projects.
- Strengthened alignment between procurement strategy and project delivery outcomes, improving commercial discipline and stakeholder confidence.
- Integrated procurement processes across legal, finance, technical, and project teams to ensure consistent governance and control.

Multiple Role | Arada Developments | Dubai, UAE

Jan 2019 – Dec 2025

Assistant Commercial Director – Procurement & Contracts | Jan 2024 – Dec 2025

Senior Commercial Manager – Procurement & Contracts | May 2022 – Jan 2024

Commercial Manager – Procurement & Contracts | Mar 2020 – May 2022

Senior Quantity Surveyor – Procurement & Contracts | Jan 2019 – Mar 2020

Progressed through senior leadership roles with increasing responsibility for procurement strategy, tender governance, contract negotiation, supplier management, and commercial reporting across major development programmes.

Led procurement delivery across landmark mixed-use developments spanning residential, hospitality, retail, and education sectors, ensuring structured governance and commercial control across multi-package portfolios.

- Secured AED 13B in awarded works (2025) through structured procurement strategy, competitive tender governance, and disciplined commercial evaluation.
- Led procurement governance across large-scale development portfolios, ensuring alignment with commercial objectives and delivery priorities.
- Designed and implemented end-to-end tender lifecycle processes from prequalification through award, improving transparency and bid control.
- Negotiated high-value construction and consultancy contracts, ensuring balanced risk allocation and commercial optimisation.
- Coordinated procurement activities across legal, finance, and project teams to support structured decision-making/ governance.
- Delivered procurement strategy across multiple landmark developments for consistency in cost control / delivery assurance.

Supported commercial and procurement functions across large-scale real estate developments, including cost control, contract administration, and tender evaluation.

- Managed commercial evaluation of contractor submissions, valuations, and variation assessments to ensure cost and contract compliance.
- Facilitated final account negotiations and project close-out activities, ensuring accurate financial settlement and reporting.
- Strengthened cost visibility and commercial reporting across active development projects.
- Identified and mitigated commercial risks through early-stage analysis and stakeholder coordination.

Quantity Surveyor – Commercial Control | Arabian Construction Company | Abu Dhabi, UAE

Jan 2015 – Jan 2016

Oversaw post-contract commercial control for residential construction projects, ensuring financial discipline across valuations, variations, and contract compliance.

- Certified interim valuations and managed payment cycles across live projects.
- Controlled variation and subcontract adjustments to maintain cost accuracy.
- Supported structured cost reporting and commercial governance processes.

Additional Experience

- **Quantity Surveyor, Al Basti & Muktha LLC:** *Steered subcontract procurement, cost engineering, and commercial governance across major UAE construction programmes spanning residential and mixed-use developments.*
- **Quantity Surveyor, Bramco Group, Doha Qatar:** *Executed commercial control, cost tracking, and contract compliance across construction projects ensuring financial discipline and delivery alignment.*
- **Junior Estimator / Quantity Surveyor, Ganga Constructions, India:** *Delivered quantity surveying and cost planning functions supporting early-stage commercial structuring and project estimation.*

Education

MSc Construction Management | City University London, London, UK**Bachelor of Technology (Civil Engineering)** | University of Calicut, India

Certifications

- Project Management Professional (PMP)
- Certificate in Dispute Management, Indian Institute of Arbitration and Mediation
- Accredited Grade C Mediator, Indian Institute of Arbitration

Affiliations

- **Member**, Royal Institution of Chartered Surveyors (MRICS)
- **Member**, Chartered Institute of Arbitrators (MCIArb)
- **Member**, Indian Institute of Arbitration and Mediation
- **Member**, Institution of Surveyors, India

Technical Proficiencies

- Oracle | Microsoft Dynamics | AutoCAD | PlanSwift | MS Office Suite

Languages

- English | Hindi | Malayalam | Tamil