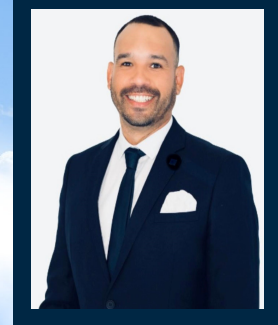


# Mark Lauren Harris



---

## MARK LAUREN HARRIS

Dubai, UAE | +971 56 322 6333 | marklaurenharris@gmail.com

LinkedIn: [www.linkedin.com/in/mark-lauren-harris](https://www.linkedin.com/in/mark-lauren-harris)

### PROFESSIONAL PROFILE

Senior real estate sales and operations leader with 15+ years' experience driving high-value transactions, building scalable brokerage platforms, and transforming underperforming teams across the UAE and UK. Proven track record of generating AED 150M–200M in annual sales, closing landmark deals up to AED 27M, and leading multi-disciplinary teams across brokerage, advisory, and hospitality sectors. Recognised for delivering sustainable revenue growth through structured leadership, performance systems, and client-centric strategy.

### CAREER HIGHLIGHTS

- Generated AED **150M–200M+** in annual residential and off-plan sales
- Delivered **AED 350M+** in cumulative transaction value as Founder & CEO
- Closed landmark transactions valued up to **AED 27M**
- Built and led teams of **20 agents, 60 advisors, and 150+ staff**
- Led brokerage turnaround and performance improvement programmes
- Scaled startups into profitable, system-driven operations

- Established partnerships with tier-one developers and investors
- Delivered consistent double-digit growth across multiple market cycles

## **PROFESSIONAL EXPERIENCE**

### **Senior Real Estate Consultant | Interim Sales & Operations Advisor**

#### **Independent Advisory – Dubai, UAE**

*September 2025 – Present*

*Career break (July–August 2025) following family bereavement*

- Engaged to stabilise, restructure, and scale underperforming brokerages
- Led operational audits across sales, compliance, marketing, and client services
- Designed KPI frameworks, sales targets, and reporting systems
- Rebuilt onboarding, training, and mentoring programmes
- Implemented accountability and performance management processes
- Strengthened CRM usage, governance, and leadership capability
- Improved agent productivity, conversion rates, and revenue visibility

### **Partner | CEO**

#### **4 Squared Real Estate LLC – Dubai, UAE**

*January 2023 – June 2025*

- Founded and scaled brokerage generating **AED 150M–200M+ annually** and **AED 350M+ cumulatively**
- Led commercial strategy, recruitment, and market expansion
- Built and managed a high-performance team of **20 elite advisors**
- Implemented KPI systems and forecasting models
- Personally closed transactions up to **AED 27M**
- Established partnerships with developers and private investors

- Oversaw compliance, licensing, and operational governance
- Developed structured onboarding and leadership pipelines

## **Real Estate Broker | Area Specialist (DubaiLand)**

### **AQUA Properties – Dubai, UAE**

*June 2022 – December 2022*

- Served as dedicated DubaiLand specialist covering major villa communities and towers
- Generated **AED 4.7M** in sales and rentals within first 28 days
- Earned **Best Newcomer / Top Performer** recognition
- Featured in company marketing and communications
- Built strong referral and repeat client base
- Delivered tailored investment advisory services
- Negotiated complex multi-party transactions
- Supported developer launches and campaigns

## **Partner | Head of Sales & Client Retention (Advisory)**

### **AM Investment Group – London, UK**

*January 2020 – Present*

- Led network of **up to 60 advisors** across real estate and investment portfolios
- Designed cross-border strategies in property, forex, and private equity
- Increased recurring revenue by **40%+**
- Implemented reporting, compliance, and governance systems
- Advised UHNW clients on portfolio diversification
- Supported expansion into UK and UAE markets

## **Partner | Head of Hospitality Operations & Investment Portfolio**

### **H & H Leisure Group – Glasgow, UK**

*January 2016 – February 2020*

- Directed **£30M+** hospitality portfolio across **8 leasehold units** in Glasgow, Stirling, and Falkirk
- Managed gastro pubs, sports pubs, restaurants, delis, and cafés
- Led workforce of **150+ employees**
- Implemented centralised management and reporting systems
- Introduced pricing, procurement, and staffing optimisation
- Increased operating margins by **20%**
- Managed investor relations and refinancing
- Oversaw compliance, licensing, and health & safety

### **Earlier Career – Hospitality & Brand Leadership**

- Head of Operations – Mandarin Oriental Hotel, Bermuda
- Cluster Hotel Manager – Mondo Hospitality (Dubai & London)
- Group Brand Development Director – Manorview Hotels & Leisure Group
- Director of Operations – Rusk & Rusk

## **EDUCATION**

**Bachelor of Science (BSc) – Oxford Brookes University, UK**

**Kingham Hill School – Oxfordshire, UK**

## **CORE SKILLS**

- Brokerage Leadership & Scaling

- Luxury, Off-Plan & Secondary Strategy
- Revenue Management & Forecasting
- KPI & Performance Systems
- Recruitment, Training & Retention
- Investment Advisory
- HNW / UHNW Client Management
- Negotiation & Deal Structuring
- Market Intelligence
- Compliance & Governance

## **TECHNOLOGY & PLATFORMS**

- PropSpace | Property Finder CRM | Bayut CRM
- Salesforce | HubSpot
- MS Excel (Advanced) | Power BI (Basic)
- LinkedIn Sales Navigator | ZoomInfo

## **REFERENCES**

Available upon request