**Suleiman Odeh**

Amman, Jordan

📞 +962 791123619 | ✉️ career@suleimanodeh.com

🔗 LinkedIn: <https://www.linkedin.com/in/suleimanodeh> | 🔗 Website: [suleimanodeh.com](http://suleimanodeh.com/)

**Professional Summary**

*30+ Years of Transforming Shopping Centers Across MENA*

Visionary real estate executive with a distinguished track record of delivering and managing over 10 million SQFT of retail space across GCC & MENA. Proven expertise in mall development, leasing, operations, tenant mix strategy, and retail franchising. As a former Regional Director and Leasing Board Member at Al Othaim Investment Co., led the launch and operation of 14 mega malls in 9 cities. Currently founder and CEO of ODEH & PARTNERS, advising on high-impact retail and real estate ventures.

**Core Competencies**

- Shopping Mall Development & Leasing Strategy

- Multi-Tenant Asset Management

- Retail Franchising & Expansion

- Commercial Real Estate Operations

- Redevelopment & Urban Planning

- Cross-Functional Team Leadership

- Tenant Relations & Negotiations

- Strategic Planning

**Professional Experience**

ODEH & PARTNERS – Founder & CEO

*Amman, Jordan | Sep 2022 – Present*

- Leading regional consulting in shopping malls, leasing, operations, and tenant strategy

- Advising clients across MENA on retail transformations and mixed-use development

Abdullah Al Othaim Investment Co. – Multiple Roles

*Riyadh, Saudi Arabia | Apr 2007 – May 2023*

Leasing Director & Board Member – Leasing Committee

*Nov 2011 – May 2023*

- Oversaw leasing of 14 mega malls across 9 cities, managing 2000+ tenant contracts

- Negotiated leasing deals with leading regional and international brands

- Directed leasing team and reported to company President and Board

- Led master planning, redevelopment, and fit-out supervision

Leasing Manager

*Nov 2010 – Nov 2011*

- Delivered NOI growth by optimizing tenant mix and lease terms

- Enhanced leasing documentation and pipeline tracking processes

Regional Malls Director

*Apr 2007 – Nov 2010*

- Managed soft and grand openings of 3 mega malls

- Supervised daily operations, marketing plans, and retailer coordination for 750+ units

Mall Manager

*Jan 2007 – Apr 2007*

- Directed full operational and leasing functions for a major shopping mall

-Fully and successfully managed 450+ units in the mall

Souq Addiyafah – Mall Operations Manager

*Makkah, Saudi Arabia | Aug 2002 – Jan 2007*

- Reduced OPEX significantly via vendor consolidation and in-house efficiencies

- Directed all mall functions: leasing, promotions, security, maintenance, and customer care

Majid Al Futtaim – Ajman City Centre – Operations Supervisor

*Ajman, UAE | Nov 1997 – Jun 2002*

- Supported leasing, daily operations, tenant issues, and mall events

Al Hana Shopping Centre – Operations Supervisor

*Dubai, UAE | Sep 1995 – Oct 1997*

- Oversaw tenant relations, mall standards, and leasing support

**Education**

Zarqa College – Diploma, English Language & Literature

*1988 – 1990*

Prince Hamzah Bin Al Hussain High School – High School Diploma

*1985 – 1988*

**Certifications & Languages**

- MECSC Courses: Level 1 & 2

- Languages: Arabic, English

**Achievements Snapshot**

- Delivered 10M+ SQFT of Retail Space

- 21 Shopping Centers & Mega Malls Developed, Managed and Leased Across MENA

- 2,000+ Retailers Negotiated, Supported, and Managed