

HAIDER GILANI

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Computer science graduate who enters operations from zero, learns them fast, maps them from first principles to find bottlenecks and separate real constraints from habit, then aligns incentives and exhausts every avenue. At 19, spent \$1,105 on sale-critical prep to sell a distressed house \$76K above every previous offer; sold \$312K of Dubai property in 7 days vs. the 1–3 months every professional quoted.

INDEPENDENT OPERATING EXPERIENCE

Independent Real Estate Operator | Dubai, UAE

Aug 2025

- Entered UAE real estate with no local experience; priced two properties from a year of per-square-foot comps, screened ~70 brokers overnight, and closed \$312K in sales within 7 days of first agent contact vs. the 1–3 months every lawyer and agent quoted.
- Ran two rival brokers in parallel under a time-tiered commission (premium for a one-day sale, stepping down daily); closed an \$80K studio on day 5 and a \$232K commercial unit on day 7.
- Aligned broker, lawyer, bank, and developer to close without a UAE bank account despite unanimous advice that one was required; cleared a last-minute blockage of the developer's No Objection Certificate in person; authenticated three cashier's checks at the issuing banks.
- Negotiated out of a penalty-backed MOU signed on false broker guidance via a settlement and a replacement buyer at target terms.

Restoration & Operations Lead | Lahore, Pakistan

May 2025 – Jul 2025

- Led the 60-day turnaround of a ~16,000 sq ft century-old estate neglected for decades, directing 40–50 workers across roofing, plumbing, electrical, pest control, metalwork, masonry, landscaping, and security in temperatures reaching 120°F.
- Designed level-triggered pump drainage to end recurring flooding, rebuilt two roofs, fixed major plumbing and electrical failures, and cleared severe rodent, roach, and termite infestations; added camera coverage and a video-intercom gate controllable from abroad.
- Learned trades and memorized material prices to catch overbilling, reject defective work, require rework, condition payment on satisfactory completion, and replace underperformers, staying on site with crews through the heat.

Real Estate Turnaround Lead | Brooklyn Park, MN (managed remotely from New York)

Apr 2022 – Dec 2022

- Took remote control of a distressed rental at 19 as a full-time Fordham freshman and self-taught the sale process; vetted dozens of agents with a structured evaluation matrix, designed a tiered commission (4.2% up to \$200K, 8.2% on value above), and replaced representation that had produced only ~\$150K investor offers.
- Negotiated possession from a hostile tenant nearly two months before lease end through notarized written offers, then held the sale together through his escalating sabotage: repeated unauthorized re-entries, the electrical meter torn off the house, a truckload of dumped trash, and threats to burn the house down during closing week.
- Cut a ~\$78K full-repair estimate to ~\$18K by independently sourcing and re-scoping the work, then spent \$1,105 on sale-critical prep (e.g., carpet tear-out and debris removal for \$470 vs. \$2,000+ quotes); for the sabotaged meter, beat a \$2,550 specialist quote by cold-calling until an out-of-category contractor replaced it for \$1,176, payment conditioned on passing the utility's inspection.
- Countered a \$220K cash, no-inspection offer at \$232K against agent advice and closed at \$226K, 51% above both prior offers (~\$150K each); met the same-day closing deadline by intercepting the outgoing mail truck.

TECHNICAL PROJECTS

The Plausibility Trap | AI-agent evaluation study | github.com/haiderkarrar/thePlausibilityTrap

Jul 2026 – Aug 2026

- Designed the study to replay the \$220K cash-offer decision from the Minnesota sale above: assembled a 586-item record ending when the offer arrived, with the real decision hidden; compared direct prompting with two structured approaches on a seven-part scoring rubric fixed before seeing any answers; published an evidence chain for every claim, with SHA-256 hashes of the private sources.
- Built a Python data pipeline that merged Gmail, iMessage, and document records into one validated Pydantic schema with name redaction, PII checks, and 22 unit tests; caught and fixed a redaction bug that was corrupting text and a case-sensitivity gap in the PII checks before any results were scored.
- Audited every step the agents and their sub-agents took and found that near-identical OpenAI-agent recommendations could rest on very different evidence: in one run, neither of two earlier offers appeared anywhere in the agents' work; in another, a sub-agent found both and passed them to the main agent, yet neither reached the final answer.

The Spinning Donut | Project Head, NSS Space Settlement Contest | Lahore, Pakistan

Nov 2020 – Feb 2021

- Founded the school's first entry, recruited a four-person interdisciplinary team, and co-produced a 44-page orbital-habitat proposal, writing ~25% and error-checking every section; self-taught Starlink network architecture to design its communications system.

SKILLS

Technical: SQL, Excel/Google Sheets (pivot tables, modeling), Python (Pydantic, unittest), JavaScript, C++, Git/GitHub, data analysis, data pipelines, LLM/agent evaluation, AI-assisted development (OpenAI Codex, Claude, Gemini, Grok). **Operations:** stakeholder management, process mapping, vendor management, negotiation, incentive design, cost control, crew leadership, remote project management.

EDUCATION & ADDITIONAL

Fordham University | B.S. Computer Science | New York, NY | Coursework: Database Systems, Data Mining

May 2026

SAT: 1520, 99th percentile (790 Math, 730 EBRW) | **Best Speaker Award**, BDC A Level Intra Debating Competition

Languages: English, Urdu (native) | **Hafiz of the Qur'an:** memorized all ~77,500 words in 11 months vs. a ~3-year program average