



Shanver Ijas

Curriculum vitae

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Professional Summary

Dynamic professional with 11 years of experience in **business development, B2B & B2C sales, real estate, and customer relationship management**, with a proven track record in revenue growth and client acquisition.

Employment

Leasing Consultant Nov 2025 - Present

Citadel Real Estate, Doha, Qatar

Real Estate Leasing | Property Sourcing | Revenue Growth | Client Relations

- Oversee the **full-funnel leasing process**: sourcing high-quality leads via Tier-1 portals (Property Finder, Qatar Living, Property Oryx), managing client relations through the viewing and negotiation phases, and finalizing all property documentation to ensure seamless, legally compliant contract signatures.

Operations Manager Feb 2017 - Apr 2025

NoBroker Technologies Solutions Private Limited, Bengaluru, India

Operations Leadership | Sales Strategy | Revenue Growth | Real Estate

- Focused on streamlining the real estate operations by leveraging technology to simplify buying, selling, and renting of residential properties.
- Implemented cross-selling and upselling strategies, achieving **15–20%** year-on-year revenue growth from existing clients.
- Handled P&L responsibilities, successfully increasing profit margins by up to **20%** through strategic cost control and process optimization.

Sr. Process Executive Dec 2014 - Mar 2016

INFOSYS BPO limited, Bengaluru, India

International Voice Process | Customer service Supervisor | L2 Escalation Handling

- Supervised customer service teams for British Telecom, ensuring **95%+ resolution rates** and smooth delivery of high-speed broadband orders.

Sales Support Sr. Associate Nov 2013 - Dec 2014

DELL International Services (India) Pvt Ltd, Bengaluru, India

Technical B2B Sales | Customer Relationship Management

- Executed the end-to-end B2B sales lifecycle for global accounts, from conducting needs analyses to issuing technical quotations and securing Purchase Orders.
- Scaled G500 account revenue by **10% QoQ** by providing specialized technical support for server and laptop component upgrades, ensuring seamless hardware integration for global clients like Accenture, Infosys, Oracle etc.

Consultant Sep 2012 - Mar 2013

SUTHERLAND Global Services, Cochin, India

IT Solutions & Sales | Client Engagement | Revenue Growth

- Exceeded sales targets by **120%** selling cybersecurity solutions to US/UK markets via cold calling and chat.

Additional Information

Driver's license
Qatar Driving License

LinkedIn
linkedin.com/in/shanver-ijas-21883849

Qatar Visa Status

- Under Company Visa (transferrable)

Key Skills

Business Development & B2B/B2C Sales

Lead Generation, Negotiation & Revenue Growth

Operations Management & Process Optimization

Education

BACHELOR OF ENGINEERING (BE) in Electronics & Telecommunication

Anna University
Aug 2006 - Apr 2010
• **First Class (70%)**

MASTER OF BUSINESS ADMINISTRATION (MBA) in Production & Operations Management.

Amity University Online
Jan 2024 - Jan 2026
• **CGPA: 7.17 (First Division)**