

# Neil Shah

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## EDUCATION

### University of Toronto, Canada

Bachelor of Applied Science in Computer Engineering Major GPA - 3.53/4.0

Sep 2006 - May 2009

### Birla Institute of Technology and Sciences Pilani, Dubai Campus

Bachelor of Engineering (Hons) Electrical and Electronics CGPA- 8.74/10.0

May 2004 - Aug 2006

## PROFESSIONAL EXPERIENCE

### AUM Property Development Pvt. Ltd. (India)

Jul 2012 – Present

*Real Estate Development Company for residential / commercial developments*

#### Director - Operations, Finance and Business Development

Jan 2016–Present

- Structuring investments with a profitable ROI of 9%-12% per year and procuring funding
  - Achieved 30% YOY growth for 2 years by forming successful go-to-market partnerships with 4 renowned Builders, Developers and Construction companies
  - Syndicated funds through a mixture of Equity and Debt via private funding, and brought in strategic investments funds of over US\$1M from private investors
- Assessed and procured 7 land parcels for residential development totaling to 600,000 square feet
- Reduced project costs by 7% by successfully negotiating and closing contracts with suppliers and civil contractors

#### Head, Technical Operations & Software Development

Jul 2013 – Dec 2015

- Designed a database management system software integrating CRM and automating processes to facilitate customer service and communication between teams and vendors/suppliers, leading to 200% increased efficiency
- Increased sales volume by 20% for 2 residential projects by introducing home automation as a USP
- Increased sales by 8% and project exposure by 25% for 5 residential projects by leading the design of a mobile app for iOS and Android showing the projects in an innovative and user-friendly way

#### Head, Sales & Marketing

Jun 2012 – Jun 2013

- Increased inbound leads by 30% while leading a team of 15 to execute innovative marketing and advertising activities through mass media, exhibitions, radio, stalls, and online social networking
- Increased customer conversion ratio by 15% by creating a sales kit and induction training program from scratch for current and new employees
- Increased customer satisfaction significantly, indicated by customer retention, feedback surveys and phone calls, NPS score and by launching a customer feedback program to identify new business opportunities for the company

### Software Engineer, RF Pathways (Canada)

Jul 2009 – Jun 2012

*Warehouse Automation and Inventory Control Solutions Company*

- Increased revenue by 5% by actively interacting with 6 clients to customize their operational processes
- Independently designed and coded a front-end mobile application software that sends and receives data to a back-end server via a Web Service application using C#, .Net Compact Framework, SQL Server and Internet information services ultimately increasing efficiency 2-fold for our second biggest client
- Pitched to and brought in the company's first client from the chemical waste management industry, and led the design, code, and implementation of a highly customized version of the company software
- Enhanced after-market support for all hardware devices reducing turnaround time from 48 to 24 hours

## INTERNSHIP

### Intern, Operating Systems team, Blackberry Ltd. (Canada)

May 2008 – Aug 2008

- Devised a form of LED optimization that directly improved battery life of the phone by 1%
- Programmed engineering screens which provided valuable quantitative information about the device that helped in testing improving efficiency and reducing time taken by 15%

## EXTRA-CURRICULARS

- Award for outstanding service in organizing and leading the annual blood donation drive and medical health camp in 2014 at *Shri Kund Kahan Surya Mandir Trust*, a not-for-profit organization
- Third place city-wide in the World Cyber Games 2009, an international eSport event
- Campus Ambassador for Blackberry Ltd. at university – hosted seminar and published articles in university paper
- Avid swimmer, snowboarder and squash player. Won swimming competitions at local city clubs