

Shubham Kumar Mishra

5 Years 8 Months Overall Experience

Results-driven sales and business professional with 6 years of experience in developing data-driven strategies, driving product growth, and supporting leadership decisions. Skilled in identifying new markets, building customer bases, and using CRM and sales tools to improve performance and analysis.

Industry

- Healthcare
- Manufacturing
- Oil & Gas

Functional Areas

- Business Development
- Sales and Marketing
- Stakeholder Management

Education

Indian Institute of Management Indore

Master Of Business Administration

2025-2026

Techno India University

Bachelor Of Technology, Electrical Engineering

2015-2019

Certification

CSPO

Certified in Agile Scrum practices with expertise in product visioning, stakeholder collaboration, and backlog prioritization to deliver high-impact solutions.

2025

Lean Six Sigma Green Belt

Skilled in applying DMAIC and Lean tools to identify inefficiencies, eliminate waste, and drive data-driven process improvements across operations.

2025

McKinsey Forward

Gained practical tools and mindsets essential for problem-solving, effective communication, and leading in the modern workplace.

2025

Accomplishment

Best Territory Growth Award

Winner, Intra-company Territory Sales Growth Challenge. (Region – West Bengal)

2022

Best Exhibitor Award GMEC Exhibition

Awarded the Best Exhibitor Award at GMEC Exhibition 2024 for outstanding presentation, innovation, and engagement.

2024

Education

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Master Of Business Administration

2025-2026

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2015-2019

Experience

Pacific Consolidated Industries (PCI)

1 Year 6 Months
Regional Sales Manager

Oct' 23 - Mar' 25

- **Sales Strategy & Channel Development**
- Increased sales revenue by identifying new market segments and region-wise targeted sales strategies in major districts of Karnataka, Andhra Pradesh & Telangana.
- Exceeded sales targets via dealer acquisition, strong lead follow-up, and closure of key solution deals resulting in 40% increase in profits.

CRM & Client Engagement

- Maintained Salesforce CRM-based tracking for customer engagement and conversion metrics.
- Digital Transformation & Product Development
- **Brand Promotions & Marketing**
- Promoted oxygen and nitrogen generator solutions by representing PCI at Medicall Exhibition, attracting 100+ potential leads from healthcare institutions
- Engaged in IFAT Exhibition, showcasing wastewater treatment solutions to industry leaders and initiating 20+ qualified B2B conversations.

Ellenbarrie Industrial Gases Ltd.

4 Years 3 Months
Territory Sales Officer

Jul' 19 - Sept' 23

- **Sales & Customer Acquisition**
- Achieved around 40% revenue growth by converting cylinder clients to liquid gas accounts across medical and industrial segments.
- **Project Planning & Execution**
- Executed Six Liquid Oxygen Installation projects of Employee State Insurance of India (ESIC) valued at INR 60 Crores managing installation teams of 100+ members using Agile methodologies, SAP, ensuring on-time delivery.
- **Crisis Management** – Successfully coordinated oxygen supply to hospitals during COVID-19, ensuring timely delivery and maximum societal impact.
- **Logistics & Supply Chain Coordination**
- Ensured timely delivery by coordinating with distribution team and monitoring vehicle utilization.