



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

Indian Institute of Management Indore

Master Of Business Administration

2025-2026

Techno India University

Bachelor Of Technology, Electrical Engineering

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.