



Arvind Kumar Mishra

11 Years 8 Months Overall

Experience

Times Business Awardee, Nominated for FIPI awards under "Young Achievers" by HPCL, Awarded "Best Sales Officer" by HPCL for 3 years. Have delivered exceptional business growth in a career spanning over 11 years inclusive of 9 & half years in the Oil & Gas domain & 2years in Nuclear Energy. Carry an innovative & entrepreneurial Mind-set. Professional Cricketer.

Industry

Energy

Oil & Gas

Functional Areas

People Management

Channel and network management

B2B & B2C Sales

Marketing

Education

Birsa Institute of Technology Sindri, Jharkhand

B.Tech (Mechanical Engg)

2007-2011

Certification

Retail Marketing Strategy

Coursera- Wharton

2023

Lean Six Sigma-Green Belt

Henry Harvin Education

2023

AL & ML

The Strategy Academy, Mumbai

2021

Accomplishment

Nominated by HPCL in FIPI Award under "Young Achiever" (2021-22)

Was nominated by HPCL to represent the corporation at Federation of Indian Petroleum Industry annual awards 2021-22, as a Young Achiever.

Differentiated Customer Service Award- Karnataka(2019-20)

Was awarded by Sunil Shetty at Times Business Group Award 2019-20 for enriching the customer's experience at a Fuel Station by implementing Industry first initiatives.

Best Sales Officer Award (2014-15, 2015-16 & 2018-19)

Was awarded for Best Sales Officer for achieving excellent growth parameters on product portfolios and market shares for consecutive years in 2014-15 & 2015-16 and later in 2018-19.

Education

Birsa Institute of Technology Sindri, Jharkhand

B.Tech (Mechanical Engg)

2007-2011

Experience



HPCL

4 Years

Area Manager Sales

Apr'19- Mar'23

- Led a team of 80 entrepreneurial dealers at Mysore & Kodagu markets
- Implemented several Customer differentiated Services like Dedicated Women Counter: Resulting in widespread acclamation by customers and giving a sales growth of over 100% at implemented outlets.
- Expanded the network by 40% in 05 years, adding an annual revenue of over 200Crores INR.
- Leveraged the network potential by forming Crisis Response Teams & Donation Centres and thus help touch 10,000+ lives during Kodagu Landslides & Covid19.



HPCL

3 Years

Assistant Manager Sales

Apr'16- Mar'19



HPCL

3 Years 2 Months

Automation Officer

Jan'13-Mar'16

- Led a network of 48 dealers towards impounding growth in all product portfolios: doubling HPCL's market share & adding bottomline by 300Crores INR.
- Achieved highest ever sales growth of 153% & 92% YOY in Fuel Portfolios through network expansion by over 50%.



NPCIL

1 Year 6 Months

Scientific Officer-C

Jun'11 - Dec'12

- Completed Automation of 300+ Outlets of Bangalore Region: Identified priority sites & aligned vendors, monitored real time progress