

**SHIV SUNDER MISHRA**

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Mobile: +91-7678225422

**PRESENT ADDRESS:**

B-179, Tigri  
Extension New Delhi-  
110080

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**CAREER OBJECTIVE:** Intend to build a career in with leading corporate of hi-tech environment with committed & dedicated people, which will help me to explore myself and prove my potential. I am willing to work as key player in challenging and creative environment.

**14+ Years' Experience in the Field of Sales and Marketing.**

**Field of Experience: -**

- Made dealers where there were not any for conducting business.
- Arranged job planning for increasing sales growth
- Preparing visit schedule to follow up dealers or business-related parties.
- Promotion of product in rural areas.
- Arranged Meetings with Mason to increase sales as well as product branding.
- Enhanced sales growth figure in weak business areas.

**SKILL SET**

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| <ul style="list-style-type: none"><li>• <b>Vision, Strategy &amp; Leadership</b></li><li>• <b>Strategic Alliances/ Sales &amp; Marketing</b></li><li>• <b>Manpower Leadership</b></li><li>• <b>ROI Accountability/ Profit Growth</b></li><li>• <b>Effective Negotiations</b></li><li>• <b>Continuous Process Improvement</b></li></ul> | <ul style="list-style-type: none"><li>• <b>Logistics Solutions</b></li><li>• <b>Market Intelligence/ Trend Analysis</b></li><li>• <b>Decision Making/ Best Practices</b></li><li>• <b>Operations Management</b></li><li>• <b>Fleet &amp; Transshipment Management</b></li><li>• <b>Fund Management</b></li></ul> |
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- **Expertise in leading functions in the capacity of a Business Head:**
    - **Launching new strategies** to ensure alignment with changing market dynamics
    - Implementing systems for meeting different quality standards for managing the relevant documents; planning strategies, transport management and follow-up with the vendors
    - Dealing with trans-shipment, inventory, project & tyre management, MIS reports & analysis, customer stock, driver & fuel maintenance and cost control measures
    - **Spearheading sales operations** with an aim to accomplish corporate plans & goals
  - Consistent success in maximizing corporate performance:
    - **Designing strategies for transportation and vendor development** entailing process optimization & location planning
    - **Handling inventory control** to curtail holding expenses and adherence to minimum stock level to minimize the wastage
    - Negotiating with transporters / suppliers for achieving seamless & cost-effective movement of consignment and ensuring timely deliveries

## PROFILE & VALUE

- Proven track record of **handling profit & loss management** in the business unit, establishing & growing business operations, successfully increasing market share & revenue streams; developing strategic relationships with partners & clients
- Effective and **accountable in high-profile executive roles**: Overcoming complex business challenges and making high-stakes decisions
- **Strong orientations in Operations**: Participating in high level operational initiatives, viz. process reengineering & improvements and reorganization
- Identifying **new business opportunities**, developing focus and providing tactical business solutions; Maintaining relations with key corporate decision makers
- Gifted with vision, determination, and skills needed for **high-level revenue-building strategies and tactics for top line & bottom line profitability**
- Improving efficiency of the business units through technological advancement and strategic tie-ups for expanding into new geographical area and product lines

### Present Employers: -

Working as TSM & Vendor Development (Sales and Marketing) for Aum Express Pvt Ltd New Delhi India. Aum Express Pvt Ltd is a logistics company, a leading Relay Model Goods Logistics company for East Region. Period of Working: June 2025 to till date.

### Previous Employers: -

Working as TSM (Sales and Marketing) for DTDC Express Pvt Ltd New Delhi India. DTDC Express Pvt Ltd is the logistics company, a leading Relay Model goods Logistics company. Period of Working: May 2024 to May-2025.

### Previous Employers: -

Working as ASM (Sales and Marketing) for Scorpion Express Pvt Ltd Vadodara India. Scorpion Express Pvt Ltd is the logistics company, a leading Relay Model goods Logistics company. Period of Working: April 2023 to May 2024.

### Previous Employers: -

Working as Business Development Executive (Sales and Marketing) for GATI KWE PVT Ltd DELHI India. GATI KWE PVT LTD is the logistics company, a leading Relay Model goods Logistics company. Period of Working: June 2022 to Jan 2023.

### Previous Employers: -

Working as Business Development Manager (Sales and Marketing) for RIVIGO SERVICES PVT LTD Vadodara, India. RIVIGO SERVICES PVT LTD is the logistics company, a leading Relay Model Goods Logistics company. Period of Working: April 2021 to April 2022

### Previous Employers: -

Previously I worked at SPOTON LOGISTICS PVT LTD Vadodara, Territory Sales Manager (Sales and Marketing). SPOTON LOGISTICS PVT LTD is the LOGISTICS Company, a leading Indian Multi Model logistics. Period of Working: December 2018 to February 2021

### Previous Employers: -

Previously I worked at SAFEXPRESS PVT LTD New Delhi, Business Development Manager (Sales and Marketing). SAFEXPRESS PVT LTD is the LOGISTICS Company, a leading Indian Multi Model logistics company.

Period of Working: JUNE 2006 to NOVEMBER 2018

Previous Employers: -

Previously I worked at BLUE DART EXPRESS LTD New Delhi, Sr. Operation Manager. Executive.  
Period of Working: FEB 2005 to MAY 2006

**WORK EXPOSURE:**

- ◆ Supervision & Co-ordination with clients regarding business activities.
- ◆ Conduct healthy talks with company officials.
- ◆ Trouble Shooting for Computer Operation.
- ◆ Material Inspection as Per Specific Documentation.
- ◆ Friendly Behavior & Co-ordination with others
- ◆ Departments. Increased Sales Growth.
- ◆ logistics. Maintaining MIS Report on daily basis.
- ◆ Taking care in Transportation of consignments
- ◆ Monitoring day-to-day activities regarding

**AREA OF INTEREST: -**

- Business Communication
- Marketing
- Management Information System

**PROFESSIONAL QUALIFICATION: -**

10TH Passed from BSEB (Bihar Bord) Patna  
12TH Passed from BSEB (Bihar Bord) Patna Graduate from  
Magadh University (B.COM)

**LANGUAGE KNOWN:** - English, Hindi, Maithili, Bengali

**SKILLS:** - Proficient in Microsoft Office applications (Excel, Word, PowerPoint, Access),  
Internet browsing, Oracle, Far Eye, Propel.

**STRENGTH & INTEREST:** - Confidence, Dedication, Playing Pool, Net Surfing

**PERSONAL DETAILS: -**

Date of Birth	-	15-08-1984
Sex	-	Male
Father's Name	-	LT. Shree Dinesh Mishra
Marital Status	-	Married
Nationality	-	Indian
Permanent Address	-	B-179, Tigri Extension, New Delhi-110080

Place: - New Delhi  
Date: - 10-Nov-2025

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(SHIV SUNDER MISHRA)