

Shubham Vishal

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EDUCATION

Texas A&M University, Mays Business School College Station, Texas
Master of Business Administration (MBA) May'25
Master of Science in Analytics (STEM) May'25

Indian Institute of Technology (ISM) Dhanbad, India
Bachelor of Technology in Mechanical Engineering May'17

EXPERIENCE

TACHYUS CORP Houston, Texas
Project Management Intern June'24 – Aug'24

- Led strategic project with the Chief Revenue Officer, driving client engagement and optimizing project timelines, budgets, and deliverables which achieved a 300% increase in customer satisfaction, and a 28% reduction in churn
- Spearheaded roll-out of a new software product feature- real-time emissions dashboard, by gathering user feedback, and aligning with engineering and design teams, which resulted in a 15% increase in client engagement post-launch
- Developed an AI-driven client onboarding automation system by analyzing thousands of lines of client interaction data to derive actionable insights and creating an AI bot that enhances client engagement, and automates key functions

SHIFTING TECHMINDSET Conroe, Texas
Product Manager Jan'24 – Present

- Created and sustained a monthly newsletter from ideation to delivery, achieving a 40% increase in website visitor engagement over six months delivering content that enhanced community awareness and outreach
- Collaborated with the founder and financial expert to conduct a comprehensive financial performance metric analysis and develop detailed financial statements, enhancing strategic decision-making
- Led Agile product development of the Learning Management System platform on both website and mobile application, demonstrating leadership and cross-functional communication skills

HCL TECHNOLOGIES LTD Bengaluru, India
Lead Engineer, Baker Hughes Wellhead Department July'22 – July'23

- Supervised cross-functional team of thirteen to develop a new product line, overseeing resource allocation, QC, KPI review, and stakeholder management throughout project lifecycle, which resulted in a \$25M revenue increase
- Utilized SQL and Power BI for process optimization by aggregating and analyzing data, and identifying engineering and planning issues to improve resource allocation, which achieved an average 12%-time reduction per project
- Implemented strategic AI tools to streamline documentation, displaying leadership, process improvement, and change management abilities, which saved resources by over 600 hours and \$30K monthly

JAGDAMBA ART Patna, India
Operations Manager, Business Strategy & Operations Nov'20 – June'22

- Conducted comprehensive market research and in-depth sales data analysis and led the strategic implementation of Salesforce ERP, which enhanced forecasting and inventory management, and resulted in a 15% cost reduction
- Created opportunity funnels through effective stakeholder engagement with the sales team to devise & implement tailored marketing campaigns, which resulted in a 16% increase in sales
- Implemented a resource tracking system using SQL, Power BI, and Excel, automating the tracking and reporting of cumulative team hours per client each month, which resulted in a 15% increase in operational efficiency

TECHNIPFMC PVT LTD Hyderabad, India
Engineer – I, Surface Wellhead Group July'18 – Oct'20

- Developed an Excel tracker to monitor project progress, displaying strong analytical and critical thinking skills in tracking assignments, tasks, and completion status, which enhanced performance monitoring
- Trained and mentored newly hired undergraduate employees and interns on company processes and product knowledge, providing career guidance and support to help them navigate their career paths effectively

Associate Engineer, Surface Wellhead Group July'17 – June'18

- Designed end-to-end value chain for wellhead equipment in Teamcenter, which resulted in an enhancement of operational efficiency by reducing cycle time by up to 30%, while working with the Houston office
- Automated wellhead component drawing review system, saving 1000 person-hours and \$50K monthly, demonstrating strong analytical and critical thinking skills, moving a step closer toward digital transformation

SKILLS, ACTIVITIES & INTERESTS

Data Tools: SQL, Power BI, Python, JMP, Excel, R, Docker, Tableau

Technical Tools: Teamcenter (PLM), SAP, Salesforce, Smartsheet, Jira, Confluence, GitHub

Certifications: Product Management by IIBA, SCRUM: Advanced by PMI, Generative AI by Microsoft, Machine Learning by LinkedIn, API 6A, Project Management by CPI, Prompt Engineering Basics by LinkedIn

Interests: Cooking, Hiking, Sports