

# Madhurima Som

*Junior Manager at Debson Pumps Pvt. Ltd.*

📍 North Mathpara, Ichapur, 743144, India

✉ sommadhurima5@gmail.com 📞 8981485228 📅 08/08/2001

🇮🇳 Indian  <https://www.linkedin.com/in/madhurima-som-550969193>



## Objectives

---

A dynamic and energetic professional with a Master's in Business Management and B.Tech in Mechanical Engineering. Possesses a professional demeanor and strong communication skills. Combines technical knowledge with sales expertise to act as the primary contact for product demonstrations, client needs assessments, and the development of technical specifications.

## Professional Experience

---

**1) Organisation: Debson Pumps Private Limited, Kolkata, West Bengal,**  
*Designation: Junior Manager*

01/2022 – present  
Kolkata, India

### Responsibilities-

- Responsible for Sales & Business Development related activities in assigned territory for Kirloskar make Centrifugal Pumps and related engineering
- Back office support for the Debson Industry team.
- Justdial Business Handling.
- Plans and conducts customer visits and meetings.
- Establishes new and maintains existing corporate customers.
- Focuses on key accounts as needed.
- Pitches, negotiates, closes sales deals; provides after-sales service.
- Prepares Techno-Commercial Proposals (Salesforce).
- Follows up on deals, orders, dispatch, and payments.
- Analyzes and reports monthly sales data to management.
- Monitors competitor activities.
- Handles industrial segments like Steel, Food & Beverages, Chemical, etc. divisions along with Fire fighting customers and Traders.

### Achievements-

- Achieved 80% of target in year 1, 100% target in Year 2 and as of now 80% of target almost completed in year 3.
- Increased sales from 80Lakhs to 3.17Cr(as of now).
- Acquired new accounts like- Metal and Steel Factory(Ichapur), Gun Shell Factory(Kashipur), Beseem Solution(Trader), Surendra Infrastructure(Contractor), DDAK Engineer(Fire Contractor), Moglix(Trader) etc.
- Currently managing some keys accounts like- Shyam Group, Rashmi Group, Tata steel , contractors and traders.

**2) Organisation: Kirloskar Brothers Limited, Kirloskarvadi, Maharashtra(Internship),** *Designaion: Trainee*

- To acquire pump knowledge from basic to advance level.

- Hands on experience to know different parts and spares and their function.
- Application based pump knowledge.

## Education

---

<b>Shri Vile Parle Kelavani Mandal's Narsee Monjee Institute of Management Studies(NMIMS Global), M.B.A. in Business Management</b>	2022 – 2024 Mumbai, India
<b>JIS College of Engineering, B.tech in Mechanical Engineering</b> - MAKAUT - 8.56 CGPA	2018 – 2022 Kalyani, India
<b>Anandamath Vidyapith, Higher Secondary</b> WBCHSE- 58.66%	2016 – 2018 Ichapur, India
<b>Ichapur Girls' High School, Madhyamik Pariksha</b> WBBSE- 53.00%	2010 – 2016 Ichapur, India

## Languages

---

- English
- Bengali
- Hindi

## Skills

---

- Microsoft Excel, Word and Power Point
- AutoCAD
- Salesforce
- Time Mangement

## Hobbies

---

- Photography, Painting, Listening songs, watching football and cricket

## Accomplishments

---

<b>B &amp; C Certificate Exam, NCC</b>	2018 – 2021 Kalyani, India
<b>Participated in Thal Sainik Camp, NCC</b>	2019 Siliguri, India

## Declaration

---

I hereby declare that all the information contained in this resume is in accordance with facts or truths to my knowledge. I take full responsibility for the correctness of the said information.

*Madhurima Som*

---

**MADHURIMA SOM**  
KOLKATA, 2024