# Rajan

# Functional

**Email:** [rajan.392343@2freemail.com](mailto:rajan.392343@2freemail.com)

# OBJECTIVE:

To work with an Organization, where I should be able to apply my experience and contribute my knowledge and skills, in the field of SAP, which will enable me to make a significant contribution to the Company.

# EDUCATION QUALIFICATION:

## MBA (MARKETING AND FINANCE) 2013-2015

SRM University Chennai, (8.3 CGPA)

## B.COM (GENERAL) 2010-2013

Gurunanak College Chennai, (72%)

## H.S.C 2010

Sri Sankara matriculation higher secondary school, Chennai. (86%)

## 2008

Sri Sankara matriculation higher secondary school, Chennai. (70%)

# SAP Working Knowledge:

## SAP SD:

* + - * + Knowledge in creating enterprise structure and configuring assignments.
        + Knowledge in customizing Master data (Customer master, Material master, Condition Technique, Customer material info record).
        + Knowledge in customizing sales documents (Header and Item Category configuration).
        + Processing Sales activities (Inquiry, Quotation and Sales Order).
        + Processing delivery and billing.
        + Knowledge in copy controls configurations.
        + Knowledge in customizing outline agreement (Contract and Scheduling agreement)
        + Configuring Consignment sales, Cash sales and Rush order.
        + Knowledge in configuring promotional sales activities.
        + Knowledge in configuring compliance and returns activities.
        + Copying control.

# WORKING EXPERIENCE:

**(1ST October 2018 – Till present) Role :** SAP SD – ASSOCIATE CONSULTANT

## SAP Project -1

**Client**: CASAGRAND BUILDER PVT LTD.

CASAGRAND is engaged in the business of premium residential projects. The company entered the world of real estate in the year 2004. CASAGRAND is an ISO certified real estate enterprise committed to building aspiration and delivering value. CASAGRAND has spread their footprint across Chennai, Bengaluru and Coimbatore.

CASAGRAND is a dedicated end-to-end real estate organisation with in-house architects, engineers and construction crew.

Vision: CASAGRAND is in pursuit of customer delight through excellence in product, highest standards in quality and on-time delivery.

Mission :

To be 3000cr turnover company by 2019.

To be an south India player through a position of dominance in each of the geographies.

# Responsibilities:

* Configured Organization structure, including sales organization, Distribution channel, Divisions, Sales offices and shipping point
* Assignments of shipping point , distribution , division , sales office .
* Master Data: Customer and Material master data.
* Configuration of pricing procedure and maintaining condition table as per client’s business requirement.
* Worked on incompletion log and Copy control Requirements.
* Customizing and creation of various sales document types, delivery documents, billing
* Resolving production issues.
* Configured scrap sale process, rental order, one time customer,
* Handling smart forms.
* Creating Sales report, incentive report as per client requirement.
* Working on enhancements.
* Worked on BAPI- sale order creation.
* Configured STO process.

**(June 2015 – November 2016) Designation :** Assistant Manager – Channel sales

# Roles& Responsibilities:

* Appointing right Distributor for the territory.
* Reaching products to retailers through distribution.
* Product availability in retailer shops.
* Driving DSE’S (Distributor sales executive) and providing product knowledge to them.
* Focusing and tie-ups with KRO (Key Retail Outlets) outlets.
* Monitor and assist the Distributor to achieve the ROI (Return on Investment).
* Increasing AOL (Activating Outlet)& TOL(Transacting Outlet) outlets to increase territory revenue.
* Focusing on KPI (Key Process indicator) like primary, secondary, DUAO and Gross adds.
* The growth of territory revenue.
* Responsible for BTS (Base Transceiver Station) wise revenue.

# TECHNICAL SKILLS:

**ERP Package :** SAP ECC 6.0. EHP 4

SAP S/4 HANA (simple logistics).

# PERSONAL INFORMATION:

**Gender** : Male

**Marital status** : Single **Languages known** : English & Tamil **Passport** : Available.