



**S. RAJARAM**

B.COM, MBA

**SAP<sup>®</sup> Certified Associate**

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**SAP Certification Role**

SAP Certified Solution Consultant **Supply Chain Management - Order Fulfillment with mySAP ERP 2004**

**Software Components**

SAP ECC 5.0

## **RESUME**

### **Objective**

In pursuit of a growth oriented career in SAP SD functional module consulting and project implementation.

### **Experience Summary**

Three and half years of domain experience, comprising two and half years of experience in Operations, underwriting and Sales and Distribution of life insurance (at **ICICI Prudential Life Insurance and Reliance Life Insurance**) in India. Currently with 14 months of experience as territory executive-sales for distributors of automotive products and after-sales service market penetration.

Core strengths are problem solving, communication techniques, clients' need/requirement analysis, consultative/solution based selling, negotiating deals and agreements and team selection, team building, and guidance to increase the team's efficiency.

### **Work Experience** (Domain)

**Territory Executive – Sales**  
(current)

(May 2007 to

**Visaa Diesel Technologies, Chennai,**  
**Authorised Distributors of BOSCH, TATA-HOLSET Automotive Products.**

#### **Responsibilities held at VISAA DIESEL TECHNOLOGIES:**

- To improve trade relations with business players in the market including Distributors, Retailers and End users (Transport Fleet Owners).
- To facilitate warranty approvals, processing and follow-up for credit memos for the same through **Bosch Warranty System (BWS)** a SAP based warranties' claim and approval process.