



**ANIL KUMAR PATRA**

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Certification ID: 0019295272

## **Career Summary**

- MBA with 4+ years of industry Experience in the areas of Sales, Marketing & Business Development.
- Successfully completed certification & training in SAP (Sales & Distribution) module using ECC 6.0. (EHP-6) from ATOS- SAP Authorized Training Center, Bangalore..
- Achieve a challenging position in the area of Enterprise Resource Planning (SAP), where my analytical, academic and professional skills can be used to the benefit of the organization as well as my career growth
- Have good knowledge in using MS office, excel and MIS reporting
- Have an excellent presentation, written and oral communication skills and good problem solving skills
- Excellent analytical, quick learning and problem solving skills with a desire to work in a team oriented environment Have good team spirit, goal oriented and high interpersonal skills

## **Career Objective**

Career Enhancement in SAP (SD) as Functional Consultant/Business Analyst and work in a challenging environment using my technical, analytical and management skills for the growth of the organization as well as improve my knowledge and expertise, thereby achieving personal and professional growth.

My Core Competencies include:

- SAP (SD) Certified Associate – (ECC 6.0 EHP6)
- Sales & Marketing Management
- Problem Solving Skills
- In-depth understanding of sales process from enquiry to handover
- Analytical Skills
- Good Communication Skills

## **SAP Skills**

### **Major topics of SAP(SD) Certification:**

- **Organizational Structures:** Organizational Units and Organizational Structures in Sales, Shipping and Billing processes.
- **Master Data:** Customer Master, Material Master, Customer-Material Info Record, Field Control for Customer.
- **Sales:** Basic Sales Document Processing, Sales Document Types, Item Categories and Schedule Line Categories, Copy Control, Partner Determination, Availability Check - Basics, Outline Agreements Special Business Transactions, Incompleteness Control, Free Goods and Free-of-Charge Items, Material Determination, Listing and Exclusion, Common distribution channel and common division, Consignment processes
- **Shipping:** Basic Delivery Processing, Delivery Types and Delivery Item Categories, Picking, Packing and Goods Issue, Delivery Scheduling, Route Determination, Shipping point Determination
- **Pricing:** Pricing Processing & Determination, Condition Technique, Condition Records, Condition exclusion and supplement
- **Billing:** Basic Billing process, Billing Types, Complaint Documents, Credit memo and Debit memo, Billing Plan, Account Determination, SD/FI Interface

## **Additional Skills:**

- Third Party Sales
- Intercompany Sales
- Credit Management
- Tables and Field
- Integrations of SD with MM, FI, PP,