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SAP SD Consultant

OBJECTIVE

“To be a qualified SAP SD Consultant/ Business analyst and work in a challenging environment using my technical, analytical and management skill for the growth of the organization.”

CAREER PROFILE

- SAP SD Consultant with 4.6 years' experience in SAP and S4HANA, R/3 Implementation & Support Projects.
- Having 1 Implementation and 2 Support Projects experience.
- Involved in configuration and testing system and providing post implementation support.

SAP SD SKILL

- Exposure to configuration of enterprise structure along with definition and assignment of organizational elements.
- Knowledge of ASAP Methodology.
- Knowledge of 'AS-IS' business process and mapping for 'TO-BE' process.
- Knowledge of Base line Configuration and Final Configuration.
- Knowledge about all Master Data's related configuration in Sales and Distribution like Customer Master, Customer Info Record, Pricing master & Material Master Sales View.
- Knowledge about the System Functionality of different types of Sales Documents, Delivery documents, Billing Documents, Item Categories & Schedule line determination along with integration with Finance (FI) and Material Management (MM).
- Configuration of Pricing Procedure Determination using condition technique.
- Worked on Revenue Account determination, Availability Check (ATP), Credit Management, Output Determination, Route determination, Partner Determination, Free goods, Material Determination & Copy Controls.
- Adequate knowledge of IDOC.
- Order to Cash (OTC) Process, Third Party Sales, IPO Process, Consignment Sales and Stock Transfer Orders (STO) with Step-2 process, Sales Contracts.

ACADEMIC

- MBA -(MARKETING)
- BBM(IB)

WORK EXPERIENCE - SAP (SALES & DISTRIBUTION) (4 YEARS)

- Working with **IBM** Pune as an SAP SD Consultant **Mar 2019** - Present.

WORK EXPERIENCE – SALES & MARKETING (2 YEARS)

- **Excel Auto Vista Pvt Ltd** (June 2017 – July 2018)
- **Pandit Auto Pvt Ltd** (May 2016 – June 2017)

PROJECTS DETAILS

PROJECT : (Support Project)

- Client : Astra Microwave Products Limited.
- Project : Support Project
- Role : SD Consultant

Client description: Astra Microwave Products (AMP) Limited is a worldwide leader in providing RF and Microwave solutions. Astra solutions are the basis for most large, complex communication system used by corporations, public institutions, Telecommunication companies, Commercial Enterprise, Defense Laboratories of Government of India. Cross Modules Implemented FI, MM and SD.

Roles & Responsibilities

- Resolving issues related to sales, deliveries, shipment, billing, pricing, credit management & output determination.
- Mapping of Organization structure, including sales organization, Distribution channel, Divisions, Sales offices & shipping point based on Business needs.
- Configuration of pricing procedure and maintaining condition records as per client's business requirement.
- Worked on Condition Update, Condition Supplement, Group Condition and Exclusion.
- Worked on Order to Cash Cycle process.
- Worked of different Sales process- Rush Order, Cash sales & Return Processes.
- Configured consignment Process like consignment fill-up, Issue, Return, and Pick-up.
- Customizing and creation of various sales document types, delivery documents, billing and invoice.
- Configured Third Party Process.
- Worked on G/L Account Determination and Route Determination related issues.
- Debugging using Firefighter access.
- Coordinating with on site team in day-to-day trouble shooting tickets.
- Attending weekly meeting and analyzing pending issues
- Prepared Test case document and system specification documents and interacting with the users for the final closure.

- Training the users on correct application functionalities, sending them continuous documentations about the existing & new functionalities.

PROJECT : (Implementation & Support Project)

- Client : Win-Medicare Pvt. Ltd
- Project : Implementation & Support Project
- Role : SD Consultant

Client Description: Win-Medicare Pvt. Ltd is a part of Umesh Modi group head quartered in New Delhi, Win-Medicare today is amongst the fastest growing pharmaceutical companies in India. Win-Medicare took a quantum leap and tied up with Mundipharma Group of Companies, a pharmaceutical giant from Switzerland. The biggest gain from this venture is the topical microbicide Betadine®. In 75 countries, Betadine® is trusted for its uncompromising antiseptic efficacy. The company is well represented through an efficient Marketing and Distribution network in the Domestic, South Asian, African markets. Currently the company offers options for infection prevention, pain relief, management of infertility and many other specialized areas.

Roles & Responsibilities:

- Worked on Implementation Project using ASAP Methodology.
- Involved in Realization Phase of the Implementation Project.
- Configured and setup Enterprise Structure like Sales Organization, Distribution Channel, Division, Sales office, Sales group & Shipping Point.
- Configured Pricing Procedure using Condition Technique as per business requirements.
- Configured special order process like Cash Sales, Rush Order, Free of Charge, Subsequent free of Charge, Credit & Debit Memo Request.
- Worked on special business process like Third Party process, Consignment Process and Stock transfer order.
- Worked on configuration of Credit management.
- Worked on Condition Update, Condition Supplement and Group Condition & Exclusion.
- Customizing and creation of various Sales document types, Item categories and Schedule line categories.
- Worked on Sales Order, Delivery and Billing related issues.
- Worked on Copy Control, output Determination & Route Determination.
- Timely resolutions of end user Tickets/Issues in Sales & Distribution assigned by the Support desk and if necessary, proactively discuss critical issues with seniors for timely resolution.
- Providing on-call support to business in case of knowledge gap.
- Training the user on correct application functionalities, sending them continuous documentations, presentations about the existing and new functionalities.

PROJECT : (Support Project)

- Client : Keerthi Cement Industries
- Project : Support Project
- Role : SD Consultant

Client description:

Keerthi Industries (KEERTHI), originally incorporated as Severna cements Ltd, on May 17, 1982, and has been engaged in the manufacture of cement since 1986. Company has been registered in BIFR since, 1989.

Roles & Responsibilities

- Worked on Incident Management for issue solving.
- Worked on order to cash cycle's process daily Production support.
- Analyzing the problem to provide solutions to the user generated.
- Pricing procedures & Condition Technique related tickets.
- Worked internal ticket management tool with Client SLA.
- Order management & Sales document flow
- Arranging and coordinating for the knowledge transfer for new joiners.

Domain Experience Details

Sales Roles & Responsibilities

- Liaise with marketing team to ensure running of brand promotion.
- Making and implementation of go to Market strategy.
- Communication with client for purchasing the product and about payment structure.
- Training of sales team on new product, target and achievement.