



**Certified
Associate**

S/4 HANA & ERP 6.0 (EHP 7) - SD

Dinesh Baikar



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Certification ID: 0021208141

Professional Snapshot

Career Summary

- Successfully completed certification & training in SAP SD module from VACS- SAP Authorized Training Center, Thane.

1.  **SAP S/4 HANA Sales 1809**
2.  **SAP Sales & Distribution module using ERP 6.0 (EHP-7)**

- 4 years Experience of SAP ECC 6.0 in sales as End user, Making Purchase Order, Material creation(SKU Creation), Material Pricing & listing, Customer Creation(Vendor Creation), Checking Inbound delivery & stock delivery status (GRN Report). Analyzing Sales report on daily basis.
- 8+ years of industry Experience in the areas of Sales, Marketing & Buying, 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.
- Planning and coordinating supply/purchasing strategies that has achieved budgeted sales, profitability, quality standards and corporate goals
- Purchase Stationery and supervise the purchasing and promotions, Contract with new vendors to increase profit margin, Contract with new vendors to increase profit margin
- Reduced inventory costs through controlled purchasing and inventory maintenance
- MIS reporting by using MS Excel and Power Point at operational and Client level
- Experience in formulating strategies while pushing products on, Flipkart, Snapdeal, and Amazon.in, and running an effective catalog management activity
- Upload product on website with the help of CMS (Content management, price, specification, images, and categories), Identify USP Of Variety Of Different Online Products (Kitchenware, Appliances, Electronics, Utensils)

Employment Profile



Company Name : Future Retail LTD.
Period : June -2015 to July-2019.
Position : Buyer/Inventory Analyst.
Work Description : Working for **Big Bazaar** – Line of Business (LOB).

Key Responsibilities Area:

- Operational Improvements, Supply Strategies, Purchasing & Planning, Brand Promotions
- New Vendor Procurement, Sales Evaluations, Contract Negotiation
- Revenue Enhancement, Inventory Management
- Excel Pivot Tables & Reports
- Listing and Cataloguing of products on website and various marketplaces
- Coordinating with the Vendors for product details, Stock and Price Updates
- Communicate with sellers or vendors to understand product data requirements
- Upload and Manage catalogues on and other market places like Amazon.in, Flipkart.com and Snapdeal.com etc.
- Downloading images and contents from brand or vendor website
- Coordination and Tracking record with entire Process team till the product upload on Website
- Maintaining stock active list sheet, price changes sheet & Upload status
- Prepare Weekly, Monthly and Quarterly sales report



Company Name : Pitambari Products Pvt Ltd.
Period : Dec -2014 to Apr -2015.
Position : Sr. Sales Coordinator.
Work Description : Sales Coordinator (Central Zone, North Zone & East Zone)

Key Responsibilities Area:

- Retail Sales Coordinator (Central Zone, North Zone & East Zone) to Sales Team on daily basis
- Do coordinate for delivery status and solve the queries of sales team
- Regularly make the sales report and keep the attendance records of Executive thru MIS.
- Effectively communicating with sales team in a professional and friendly manner to achieve the target before deadline
- Responding to sales queries via phone, e-mail and in writing
- Make the monthly Power point presentation of sales and team performance



Company Name : Goldwin Healthcare Pvt Ltd.
Period : July - 2012 to Dec -2014.
Position : Sales Coordinator Executive.
Work Description : Sales Coordinator (Mumbai, Thane & Raigad)

Key Responsibilities Area:

- Assist sales team by focusing on managing schedules and following up on sales quotations
- Maintaining MIS & records of activities and reporting the same directly to the Business Head
- Responsible for handling sales related issues
- Resolving any sales related issues with Buyer
- Follow up on all inquiries and prepare sales proposals
- Proactive follow-up on all major target Buyer
- Perform sales reporting and analysis
- Update daily report of sales team and present it to Business Head
- Maintaining the attendance tracker of the Employees in Excel.



Company Name : Embee Software Pvt Ltd.
Period : Feb - 2010 to Feb - 2012.
Position : Back Office Executive.
Work Description : Data Entry Operator

Key Responsibilities Area:

- Maintaining the attendance tracker of the Employees in Excel
- Insert customer and account data by inputting text based and numerical information from source documents within time limits
- Compile, verify accuracy and sort information according to priorities to prepare source data for computer entry
- Review data for deficiencies or errors, correct any incompatibilities if possible and check output Apply data program techniques and procedures
- Apply data program techniques and procedures
- Generate reports, store completed work in designated locations and perform backup operations

Qualification

✓ B.com Mumbai University (2009)
✓ Tally 7.2, Balance Sheet.

Technical Skills

SAP ERP : SAP S/4 HANA Sales 1809
: SAP Sales & Distribution module using ERP 6.0 (EHP-7)
Others : MS Excel, MS Word, MS PowerPoint
Tools : Drupal (Middleware Tool)

Personal Details

D.O.B : 14 April 1988
Gender : Male
Marital Status : Married
Languages : English, Hindi & Marathi.
Address : 401, 4th floor, A wing Om Sanskurti Residency, near Namdev Sadan, opp. Essar
Petrol Pump, Haji Malang road Kalyan East – 421306.

(Dinesh Baikar)