

Rahul Patil

Young professional targeting assignments as SAP consultant in SD

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SAP® Certified
Associate



Profile Summary

- Certified in SAP Sales and Distribution module.
- An M.Sc. from Middlesex University, London with overall experience around 5 years with more than 3 years of SAP Sales & Distribution.
- In-Depth Functional Knowledge on O2C process with Transportation module.
- Proficient in planning, organising, coordinating and directing the activities & liaising and networking with a range of stakeholders including customers, colleagues, vendors and partner organisation.
- In-depth knowledge in Risk Management, Quality Management, Knowledge Management, Product Management, Brand Management & Development.
- Skills in examining that the analysing results & supervising budgets and maintaining statistical and financial records



Education

- M.Sc. in Business Information Systems Management from Middlesex University, London in 2015
- B.Sc. in IT from Vidyalkar School of Information Technology, Mumbai in 2013
- HSC from Bhavan's Hazarimal Somani College of Arts & Science, Mumbai in 2010
- SSC from St. Mary's High School, Mumbai in 2008



Area of Excellence

Business Development

Marketing & Sales

Client Relations Management

MIS & Reporting

Liaison & Coordination

Analysis & Documentation



Soft Skills



Thinker



Communicator



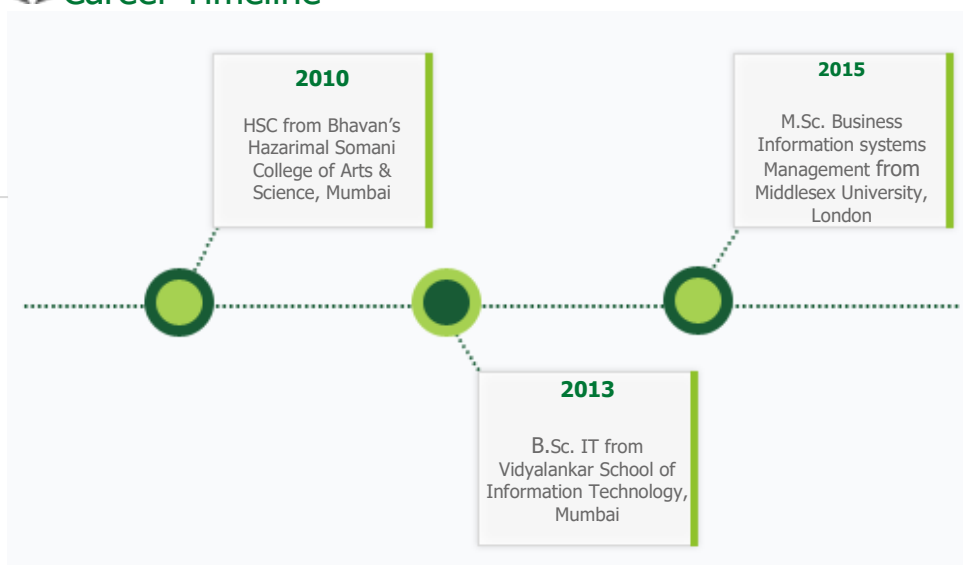
Collaborator



Planner



Career Timeline



Work Experience

March'19- Present with Apponext Systems and Technology as SAP SD Consultant

Roles:

- ⌚ Working on a support project in EPL Limited on R / 3 ECC 6.0
- ⌚ Participated in projects such as digital signature, credit management, electronic invoicing (India), E-Way Bill and TCS.
- ⌚ Worked closely with users to develop business solutions based on ESKO application with functional modules.
- ⌚ Configured sales contract, pricing procedure, condition types, access sequence, account determination and identified account keys to be posted to the corresponding general ledger.
- ⌚ Worked on functional specifications with technical team, prepared functional specification for the development of Reports, Interface, Conversion, Enhancement, and Forms.
- ⌚ Worked on Logistics Execution with route determination, creation of shipment document, shipment cost document.
- ⌚ Designed smart forms for order acknowledgement, invoice.
- ⌚ Designed and developed a process for creating a bulk sales order using the upload function with validation and reports.
- ⌚ Provide timely training to users on the existing process with more detailed information.
- ⌚ Responsible for support in various regions such as USA, Mexico, Colombia, UK, Poland, India, Russia, China and the Philippines.
- ⌚ Attended meetings with vendor, business users and senior management to improve the process in a timely manner.
- ⌚ Worked on SQVI query and LSMW.



May'18- Dec'18 with AAKIT technologies as Functional Trainee Consultant

Roles:

- ⌚ Attended meetings with business process owners and departmental heads to identify the business requirement.
- ⌚ Analyzed the client's as-is business process and mapped it to to-be business processes by identifying the gaps.
- ⌚ Prepared business process documents for the sales and distribution activities.
- ⌚ Drafted functional requirement specifications (FRSs) for customer master, sales order processing, billing, returns processing.
- ⌚ Prepared dataflow diagram for all the business processes to be included in FRSs.
- ⌚ Prepared functional specification for the development of Reports, Interface, Conversion, Enhancement, and Forms.
- ⌚ Worked in customer master conversion. Analyzed legacy customer records to map properly to the SAP systems and successfully migrated the customer master records using Bapi.
- ⌚ Worked on designing the pricing procedure.
- ⌚ Configured pricing procedure, condition types, access sequence.
- ⌚ Configured account determination, and identified account keys to post to the related G/L.
- ⌚ Trained business users to execute the test steps in SAP.
- ⌚ Designed smart forms for order acknowledgement, invoice.



Aug'17- Jan'18 Internship with VACS technology Pvt. Ltd. as SAP SD Consultant

Roles:

- ⌚ Involved in one life cycle Implementation.
- ⌚ Attended meetings with other module consultants.
- ⌚ Created and Maintained Blue Print and Realisation document.
- ⌚ Trained to work on SD documents like Inquiries, Quotation, Sales Order, Contracts, Outbound Deliveries, and Billing Document etc.
- ⌚ Exposure in Integration of SD-FI and SD-MM modules.
- ⌚ Worked in master data for customer master, material master and customer material info record.
- ⌚ Knowledge of pricing procedure and process like make to stock, rush order, cash sales, third party sales, credit memo request, debit memo request and contracts.
- ⌚ Knowledge of Material Listing and Exclusion.



Feb'16- Oct'16 with toppr.com as Scheduler

Roles:

- ▶ Scheduling demos booked by counsellors.
- ▶ Checking the quality of lead and the need created by counsellors for the session.
- ▶ Auditing calls, checking the reasons behind why the meeting was unsuccessful.
- ▶ Took meeting and provided regular feedback on how the sales process can be more effective.
- ▶ Assigning work to field agents on daily basis.
- ▶ Making sure the process has been run in right manner.



Jun'14 – May'15 with Betfred as Cashier / Manager

Roles:

- ▶ Accepted bets, accurate settlement and payment of winning bets in accordance with company procedure
- ▶ Checked digital display boards for showing the correct betting odds and results
- ▶ Kept the shop stocked with betting slips, pens and up-to-date odds sheets
- ▶ Built customer relationships for creating a desirable shop atmosphere and obtained customer loyalty
- ▶ Managed amount of cash in shop in line with company procedures
- ▶ Monitored business activity, daily and weekly figures against business targets
- ▶ Displayed marketing materials for actively promoting betting events
- ▶ Monitored competitor activity in order to identify market share
- ▶ Performed customer service, engagement and conflict management skills for resolving issues
- ▶ Increased business profit, marketing matters on daily basis
- ▶ Recognized betting patterns and behaviours and taking action if required



IT Skills

- ▶ SAP SD
- ▶ Microsoft Excel
- ▶ Asp.net
- ▶ ESKO e-Act
- ▶ Microsoft PowerPoint



Dissertation

- ▶ Completed the dissertation on 'Communication Marketing in Competitive World' as the final year project in M.Sc.



Extracurricular Achievements

- ▶ Represented as Sports & Cultural House Captain in college
- ▶ Participated in activities such as RJ hunt, Group Dance, Quiz Competition
- ▶ Marathoner



Academic Projects

Title: Airline Reservation System

- ▶ Front End: Asp.net
- ▶ Back End: MS-SQL Server 2005
- ▶ Module Used:
 - Admin panel
 - Booking
 - Cancellation
 - Database



Personal Details

Date of Birth: 17th March 1992

Languages Known: English, Marathi & Hindi

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