

## Work Profile

**Name: - Dinesh Baikar**

B.Com (Mumbai)

Certified - SAP SD Module using ERP 6.0 (EHP-7)

Certified - SAP S/4 HANA Sales 1809

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## **Skillsets / Expertise**

Total Work Experience (Yrs) : ~7+ (4+ Yrs of SAP ECC 6.0 in sales as End User, Purchase Order Mgmt, Material Creation (SKU Mgmt), Pricing & Listing, Customer Creation (Vendor Creation), Checking Inbound Delivery & Stock Delivery (GRN Report), Analyze Sales Reports on Daily Basis.

Programming Languages : -

SAP Modules (worked on) : SAP – SD, S4 – HANA, MM

Experience in SAP Modules : SAP SD, S/4 HANA, Sales 1809, SAP SD Using ERP 6.0 (EHP-7), Drupal (Middleware)

Others : Sales, marketing & buying mgmt in ERP (SAP), Planning, Coordinating Supply / Purchase, Budgeting Sales, Profitability, Reduce inventory costs through controlled purchasing and inventory maintenance, MIS reporting.

## **Work Experience**

### **1. Project: - Future Retail**

This is a project of Big Bazaar.

My responsibilities in the project: -

1. Operational Improvements, Supply Strategies, Purchasing & Planning, Brand Promotions
2. New Vendor Procurement, Sales Evaluations, Contract Negotiation
3. Revenue Enhancement, Inventory Management
4. Excel Pivot Tables & Reports
5. Listing and Cataloguing of products on website and various marketplaces
6. Coordinating with the Vendors for product details, Stock and Price Updates
7. Communicate with sellers or vendors to understand product data requirements
8. Upload and manage catalogues on and other market places like Amazon, Flipkart, Snapdeal
9. Downloading images and contents from brand or vendor website

10. Coordination and Tracking record with entire Process team till the product upload on Website
11. Maintaining stock active list sheet, price changes sheet & Upload status
12. Prepare Weekly, Monthly and Quarterly sales report

**2. Project: -** Pitambari Products Pvt. Ltd.

1. Retail Sales Coordinator (Central Zone, North Zone & East Zone) to Sales Team on daily basis
2. Do coordinate for delivery status and solve the queries of sales team
3. Regularly make the sales report and keep the attendance records of Executive thru MIS.
4. Effectively communicate with sales team to achieve the sales target
5. Respond to sales queries via phone, e-mail and in writing
6. Make monthly Power point presentation of sales and team performance

**3. Project: -** Goldwin Healthcare Pvt Ltd (Cloud9).

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

**4. Project: -** Embee Software Pvt Ltd.

1. Maintaining the attendance tracker of the Employees in Excel
2. Add customer & account data by inputting text based and numerical information from source docs as per SLA
3. Compile, verify accuracy and sort information according to priorities to prepare source data for data entry
4. Review data for deficiencies, errors, corrections, & and check output
5. Apply data program techniques and procedures
6. Generate reports, store completed work in designated locations and perform backup operations

