**Arjun Singh Rajput**

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Contact number: - **97682 00897**

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**CAREER OBJECTIVE**

A multi-skilled and result oriented SAP trainee, seeking a challenging and rewarding career in ERP as SAP SD Functional Consultant where I can contribute my knowledge and skills for the growth and development of the organization and to be able to implement solutions that meet the customer requirements.

**ACADEMIC QUALIFICATION:**

* MBA/PGPM From ICFAI Business School, Mumbai In 2018
* B.Sc From K C College, Churchgate In 2015
* H.S.C. From DAV Sr Sec Public School, Panchkula Haryana In 2012
* S.S.C. From K.V. No.1 Chandimandir Cantt, Haryana In 2010

**PROFESSIONAL QUALIFICATIONS:**

* SAP SD Training

**SAP SD Skills:**

1. SAP SD integration with MM, FI/CO, PS, QM and PP Modules.
2. 2. SAP SD configuration skills

a. Sales enterprise structure, Sales document, item category, Delivery document, Billing document, Order Reason, Copy control between various sales documents and Number Ranges

b. Pricing determination, free goods determination, Partner determination, Text determination,

c. Condition exclusion, Credit management, Account assignment, Availability check,

d. Output determination, Incompletion procedure,

e. Addition of new fields in pricing structure and, Rebate processing,

f. Customer group configuration, Customization of account groups

g. Pricing and its interface with Accounts Receivable,

h. Material Determination, Sales BOM, Output Determination, Credit Management

i. Integrating SAP- SD touch points with different R/3 modules like MM, PS, PP, QM and FICO.

3. Different order flow - Cash Sales, Return Order, Contracts, Intercompany sales, Third party sales process, Make to order, Make to Stock, Stock transfer order, Outbound deliveries & Packing, Billing Document.

4. Involved in writing functional specifications reports, Smart forms.

5. Having strong documentation, problem solving and analytical skills.

6. Worked on smart forms.

7. Enterprise Structure in Material Management

8. Master Data in Material Management

9. Purchasing Cycle a. Purchase Requisition, Request for Quotation and Maintain Quotation, Purchase Order, Purchasing Info-record, Maintain Source List, Outline Purchase Agreements

10. Inventory Management a. Goods Receipt and Goods Issue, Stock Transfers and Transfer Postings, Physical Inventory, Subcontracting Process, Consignment Process

11. Material Management (MM) Configuration

a. Configuring Purchasing, Configuring Release Procedure

12. Configuring Pricing Procedure

* Understanding business process, study and analyze workflow to design solutions.
* Defining SD organizational units and assigning them in customizing.
* Handling configuration of various documents, order type, delivery type, item category, and billing type.
* Creating master data for customers, materials and customer –material info records.
* Creating sales documents types & controlling them using document type in IMG.
* Item category determination.
* Shipping point determination.
* Order to cash process
* Copying Control
* Shipping process: From delivery to PGI.
* Billing process: billing types and various
  + Functions (e.g.: credit/debit memos, cancellation)
* Pricing: Using condition technique i.e.: Procedure, condition types, access sequence, condition tables and condition records, pricing procedure determination.

➢ ERP: SAP ECC 6.0 EHP7 WORLD.

➢ Operating Systems: Windows 10

➢ Desktop Applications: Microsoft Word, Excel, Power Point and outlook. (2003, 2007, 2010)

➢ Other Computer skills: Software installation.

**Previous Work Experience:**

**Sales Manager | Reliance General Insurance Company Limited**   
since July 2019 to Nov 2019.

* Recruiting agents by cold calling and leads generation data.
* Provide training to clear the IRDA and POPs mandates.
* Portal Trainings, making them understand the competition and how to expand the business.
* Helped the team to achieve our monthly targets.
* Delivered engaging sales presentations to new clients, explaining technical information in simplified language to promote features and increase client base.
* Created effective strategies to target new markets after researching and analyzing competitor behavior.
* Maintained relationships with customers and found new ones by identifying needs and offering appropriate services.
* Handled all customer relations issues pleasantly, enabling quick resolution and client satisfaction.

**Key Account Manager | Turtlemint**   
since May 2018 to April 2019

* Certification of POSP’s, including their activation process.
* Feedback on POSP’s, planning and execution of strategies.
* Quality control by monitoring production department.
* Handling team and auditing calls.
* Boosted customer satisfaction by providing teams with training and skills to optimize service delivery in alignment with individual needs.
* Successfully convinced clients to purchase instead of leasing to minimize losses to competitors and extend individual client investments.
* Greeted customers and offered assistance with selecting merchandise, finding accessories and completing purchases.
* Collaborated with managers to provide customer feedback and recommend operational changes to meet emerging trends.
* Served customers with knowledgeable, friendly support at every stage of buying policies.

**Sales Executive | GCMMF-AMUL (INTERNSHIP)**   
since Feb 2017 to May 2017

* Retail registration.
* Conducted Consumer survey.
* Promotion of Amul product by Kiosk activity.
* Sales and distribution.
* Supply Chain Management.
* Qualified incoming team marketing and sales leads to assist with prospecting new contacts.
* Helped organize sales events and meetings, including preparing materials and setting up spaces.
* Demonstrated products to customers, answered questions and redirected objectives to positive features.

**COMMUNICATION**

Excellent communication skills, I am able to listen to the business users, understand their requirements, and explain complex technical concepts using simple language

**EXTRA CURRICULAR ACTVITIES**

* NCC ‘B’ Certificate (Alpha ‘A’ Grade)
* NCC ‘C’ Certificate (Bravo ‘B’ Grade)
* Participated in Blood donation camp & Bone Marrow sample camp held at IBS

**PERSONAL DETAILS:**

Date of birth : 3rd March 1994

Marital status : Unmarried.

Languages known : English & Hindi