



Ayan Majumdar

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Summary

- **SAP Certified (Certificate ID:0008713371) Sales & Distribution (SD) Consultant** carrying **4+years of experience** in **SAP Sales and Distribution**. Carrying 13 years of functional expertise in Channel Management, Sales & Marketing and strong analytical skills with business acumen to positively contribute to the organization's bottom line.
- SAP Sales and Distribution (SD) Module and integration of SD with FI and MM.
- Knowledge on **order to cash (OTC)** processes.
- Functional expertise: Pre-sales activities such as inquiry and quotation, and major business activities such as **Pricing, Billing, Shipping, Transportation, Availability check (ATP), Credit Management, Partner Determination, Output Determination**.
- Basic knowledge on different Sales Orders such as Standard sales order, Rush sales order, Cash sales order.
- Basic knowledge on **customer master data, material master data and Customer-Material Info Record**.
- **Pricing Knowledge**: Configuration of **Condition Types, Condition Tables and Access Sequences**, Determining and Maintaining **Pricing Procedure**, Creation of **Condition Records**, Special Pricing Functions such as Condition Exclusion and Analysis of Pricing.
- Knowledge in Shipping Point Determination, Route Determination, Transport and Delivery scheduling,
- Knowledge in the configuration of Item Categories and Schedule Line Categories.
- Knowledge in ASAP methodology for Implementation projects.

Technical Skills

ERP: SAP Sales and Distribution, ECC6.0(Certified) and S/4 HANA 1909/2020/2021 (Functional Application)

Operating Systems: Windows 2007, 2010 & Windows XP.

Applications: MS Office, MS Excel, MS Power Point and Outlook.

Academic Qualification:

- MBA with specializations in Marketing and Finance from Eastern Institute of Management, Kolkata in 2007.
- B.Com from Calcutta University in 2004.
- I.S.C from Orient Day School under Delhi Board in 2001.
- I.C.S.E from St. Paul's Boarding & Day School (Delhi Board) in 1999.

SAP SD Experience

Employer Name: Arodek Technology Consulting(September 2022- March 2023)

Designation: SAP SD Consultant

Client: IFB Agro Industries Limited

Project: Support

Roles & Responsibilities

- Understanding the real time business/production process of finished product ENA(Extra-Neutral Alcohol) along with co-products like RS and by-products like CO2 and Dry Ice by visiting Noorpur Distillery of IFB Agro Industries.
- Conceptual clarity on IFB Agro sales processes by going through existing BBP documents.
- Understanding the real time production/business process of IMIL finished product like Joy,Captain,Bazigaar and Dil Se at IMIL,Dankuni post procurement of ENA from Noorpur Distillery. Also gathering information as to how the IMIL sales happening through BEVCO.
- Enabling Users to guide on the various sales processes that are mapped on SAP system during UAT sessions and providing functional support on the same.
- Provide support on master data issues and transactional data issues during ongoing implementation.
- Initiate discussion and providing joint support with Ernst & Young on issues pertaining to IRN(Invoice Reference Number) and E-Way Bill.

Client: GPT Group

Project: Merger & Migration

Roles & Responsibilities

- Scheduled weekly meeting with GPT to understand in which manner and what business data's are required to be migrated as far as application migration is concerned.
- Executed Customer-BP Conversion within ECC system as part of the pre-conversion process.
- Merging of YAIN chart of accounts with GPTC chart of accounts triggered company code mapped against YAIN to get merged with GPTC along with associated datas.

Client: Prinston Pharmaceuticals-Solco Healthcare

Project: 3PL Implementation

Roles & Responsibilities

- Configured organisational structure for Solco and assigning the respective organisational units.
- Configured account groups and mapping the same for partner determination within Solco S/4 Hana system.
- Drafted Functional Specification for enhancements and provided logic on the same as per client requirements.
- Drafted Functional Specification and provided logic related to reports within Solco S/4 Hana system.

Employer Name: Infocus Technologies Private Limited (March 2022-August 2022)

Designation: SAP SD Consultant

Client: Acme Chem, Amit Alliance

Project: Support

Roles & Responsibilities

- ODN maintenance activity for new fiscal year.
- Defining new document type, billing type, document class and number group for new sales process and maintaining the same in ODN.
- Providing functional logic against new field inclusion in ZReport and also providing functional logic in Smart Forms.
- For new plant creation activity, defining new account group, shipping point, assigning shipping point to new plant, maintaining shipping point determination and storage location determination.

Employer Name: Infocus Technologies Private Limited (11th Sept 2021-Feb 2022)

Designation: SAP SD Consultant

Client Name: Tolaram Group

Project: Implementation

Roles & Responsibilities

- Done basic configuration of enterprise structure and assigning the same under DUFIL subsidiary.
- Configured sales document types and assigning the same to respective sales areas. Configured STO Process for DUFIL.

- Responsible for testing various sales processes of DUFIL Subsidiary.
- Prepared configuration documents, process documents and End-User manual of DUFIL Subsidiary.

Employer Name: Infocus Technologies Private Limited (May 2021-10th Sept 2021)

Designation: SAP DSD Consultant

Client Name: PWC- Rica Group/Grupo Rica

Project: Synergy 360- Implementation/SAP DSD Implementation

Client: A Corporate Group with over 50 years of experience operating in the food industry of the Dominican Market. The Company is in the business of producing and marketing of food products that includes cheese, milk, butter and juices.

Roles & Responsibilities

- Maintaining the tracker pertaining to the status of RICA Child Issues and Mobile application issues on a daily basis and presenting the same on status call.
- Updating, Maintaining and Raising of new SAP Incidents within SAP Launchpad Support Portal and presenting the same on status call.
- Responsible for raising bug in JIRA pertaining to RICA Business processes and Reports.
- Testing of RICA sales processes that include Rancho Sales, Rancho Forenea, Reparto, Ferias and Preventa in DSD backend.
- Testing of Tour processes through mobile executions (MDSD) that are synchronized with DSD Backend.
- Testing of document, cash and product settlement program in the Settlement Cockpit and closing and posting of the same in Route Accounting.
- Testing and execution of Route Manager Substitution Report, Cash Income Report and Report/Consultation on returned, missing and surplus products.

Employer Name: Sigmatix Technologies Private Limited (March 2020- May 2021)

Designation : SAP SD Consultant

Project : Implementation

Environment : S/4 HANA Release 1909

Client: Leading Cement Company incorporated on 26th December 2007 with its registered office in Meghalaya. Apart from manufacturing Cement and domestically selling, the company is also in the business of Exporting Cement & Clinker.

Roles & Responsibilities

- Configured Organization structure, including sales organization, Distribution channel, Divisions, Sales offices and shipping point.
- Designed, customer master and **customer account group**.

- Customizing and creation of various sales document types, delivery documents, billing and invoice.
- Tested various sales processes like Trade Sales, Non-Trade Sales, Clinker Sales, Export Sales, Return Sales, Scrap Sales and Rent Sales.
- Tested execution of various reports like open sales order report, sales register, dispatch register and E-Way Bill Report.
- Imparted Training on various sales processes to the super user and core users deployed in Megahalya Plant and other depos.
- Preparing business process documents for the sales and distribution activities.
- Prepared Client specific User Manuals on various sales processes and reports for UAT.
- Provides training to the core/end user of the SAP ERP Application tool.
- Responsible for UAT to ensure that the end users are able to perform the assigned job functions with the new system.

Domain Experience

Employer Name: Smart Planet IT Solutions Pvt Ltd

Period of Employment: July 2017- Feb 2020

Designation: Sr. Account Manager

Job Function:

- Responsible for managing Software & Hardware business of ,**IBM, VMware, Veeam, , HP,SAP, Oracle, Microsoft, RHEL,Citrix, Network Connectivity, Internet Leased Line&Cloud Solutions** from **Tata Communications** across East.
- Comprehensively managing key accounts pertaining to Govt. Organizations, Small & Medium Business and Educational Institutions. Ensuring effective supply chain management through seamless distribution of products at customer end.
- Driving bottom-line of the business through generation of new business from existing accounts and focusing on incremental business.

Employer Name: Redington India Limited (June 2015- June 2017)

Designation: Product Sales Specialist

Job Function:

- Actively responsible for driving **channel business** (through effective **Partner management**) for **IBM (SW & H/W), VMware (virtualization software company),Veeam (backup & replication software), and ESRI (GIS software)** business across east.
- Accountable for **partner management and enablement, training and on boarding new partners** that triggered a sharp increase in the breadth of partners across East.
- Much larger responsibility in handling supply chain across entire East territory through seamless distribution of IT Products.
- Comprehensively managing Tender cases(Mostly Govt. deals)

- Played pivotal role in deciding resetting of credit limits of major partners through market intelligence and past payment records.

Name of Employer: R.V.Infosys Pvt Ltd (Jan 2011 to May 2015)

Designation : Business Development Manager- Corporate Sales

Job Function

- Responsible for developing **ERP (Expand SM ERP)** business targeted at **SME's** and generating fresh business through new acquisitions.
- Responsible for developing business of various software solutions like **CRM, HRM** and **HMS**.
- Handling key accounts, maintaining strong relationship with key customers and providing day to day support.
- Providing comprehensive marketing support to CRM software solution business.
- Providing with the most comprehensive ERP business software solution for exporters and manufacturers to manage their business functions like export documentation, order status, debtor ageing, daily production, payroll and warehouse.
- Enabling in mapping and integrating customer's business workflow on to Expand smERP System.
- Being highly configurable and scalable business solutions, we deliver powerful functionality needed to gain a sustainable competitive advantage.

Name of Employer: Infocom Network Ltd (June 2009 till Dec 2010)

Designation : Assistant Manager- Sales

Job Function

- To manage key client accounts and generate business from them by procuring Online Communications/Marketing Projects in the fields of Web Presence Consulting, Website Development, Online Promotions- Search Engine Optimization(SEO), Search Engine Marketing(SEM), Social Media Marketing(SMM), Internet Advertising, **Web-based Software Application Development** and a host of other services.
- Provide thought leadership in developing innovative digital campaign and delivering them as per client requirements (objectives, budget, and timelines).
- Assimilate client inputs and translate them into clear, actionable and inspiring briefs for the creative and tech teams. Manage client expectations during project execution and guide Project Managers accordingly.
- Develop relevant market intelligence on clients.

Name of Employer: Centre for Monitoring Indian Economy Pvt Ltd (July 2007 till May 2009)

Designation : Business Consultant

Job Function

- Marketing of business intelligence solution in a single workstation and was also in charge of handling **software** products like **prowess** and **capex**.
- Responsible for handling key accounts in assigned areas.
- Providing client support on a day to day basis.
- With Prowess IQ user interface, we enable users to articulate the requirements completely and unambiguously.
- Enabling users to take informed decisions with the application of Prowess IQ and Capex database.
- Enabling bankers, financial institutions and NBFC's to take informed decisions on the various capacities happening across the country.

Key Strengths

- Can work for long hours and devoted to profession.
- Adaptive to any atmosphere and always willing to learn.
- Hard Working, Sincere and accept challenges.
- Good Management and Communication Skills.
- Strong Creative Orientation.

Personal Dossier

Father's Name : Late Shree Asok Kumar Majumdar

Date of Birth : 02/08/1982

Sex : Male

Marital Status : Single

Languages Known: English, Hindi and Bengali.

