

ABHISEK KUMAR



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Location-kolkata,west
Bengal,india



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PROFILE

I am ABHISEK KUMAR a punctual and motivated individual who is able to work in a busy environment and produce high standards of work. I am a excellent team worker and able to take instructions from all levels and build up good working relationships with all colleagues. I am flexible, reliable and posses excellent time keeping skills.

PERSONAL INFORMATION

Date of birth:10.01.2000

Marital status: Single

Father's name: Rabindra Kumar Yadav

Mother's name: Rekha devi

Address: 12,Parnashreee 1st lane, Parnashree Kolkata-700060

OBJECTIVE

To obtain a challenging position in a professional technology-driven organization of repute that would best utilize my expertise as a SAP SD consultant integrated with SAP FICO. I look forward to use my skills to help my organization achieve its objectives and bring in continuous growth and complement my professional growth.

PROFESSIONAL SYNOPSIS

- ✦ Certified SAP S/4 HANA FICO consultant from HENRY HARVIN institute.
- ✦ Certified ERP tally from youth computer training centre.

ACADEMIC CREDENTIALS

- 📅 2019-2022 B.COM [graduated from Indra Gandhi National Open University]
- 📅 2006-2019 10+2 (Done 10+2 from KENDRIYA VIDYALAYA GARDEN REACH and scored 7.2 CGPA in class 10 and 72% in class 12)

SAP CERTIFICATION

SAP FICO, S/4 HANA (HENRY HARVIN INSTITUTE)

Focus Areas:

Accounts Payable, Accounts receivable, GST, Profit and loss a/c, Balance sheet, TDS, Sales and purchase , Direct and indirect expenses, Order to cash.

WORK HISTORY

2020-2021

NETWORK MARKETER at DREAM SELLER

Planned marketing initiatives and leveraged referral networks to promote business development.

Team handling of 30 people and make them to achieve the goal set target.

Meet with the customer and make them aware about the company service, benefits and plans.

SKILLS

SAP FICO

INTERPERSONAL SKILLS

LEARNING

TEAMWORK AND COLLABORATION

TIME MANAGEMENT

DIRECT SALES

B2B SALES

PROBLEM SOLVING

SAP SALES AND DISTRIBUTION

MS EXCEL

MS WORD

TEAM LEADER

CUSTOMER RELATIONSHIP

MANAGEMENT (CRM)

ORDER TO CASH PROCESS (O2C)

PRICING AND CONDITIONS
TECHNIQUES

BILLING AND INVOICING

HOBBIES

· TRAVELLING

· READING

· SPORTS

· PHOTOGRAPHY

LANGUAGES

· ENGLISH

· HINDI

· BENGALI

2023-

B2B Non-Trade Sales executive

- Develop and execute marketing strategies to generate leads and increase sales.
- Collaborate with sales teams to create effective sales collateral and presentations.
- Conduct sales calls with existing and new customers.
- Maintained and updated daily activity logs.
- Resolving any sales related issues with the customer.
- Placing order in SAP.
- Master data management.
- Skilled in administering outbound delivery processing, picking-packing, route determination, shipping, and billing in SAP SD.
- Proficient in pre-sales activities such as inquiries and quotations, as well as critical business operations like pricing, billing, shipping, and availability checks.