
RAJENDRA KUMAR R

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<https://www.credly.com/go/LbiV6LXm>

CAREER OBJECTIVE

To join and work for an organization where I should be able to apply experience and contribute my skills and knowledge in various professional fronts in the field of SAP, enabling me to make a continued and significant contribution to the organization as an SD Consultant.

CAREER SUMMARY

- Close to five years of experience in Sales & Marketing.
- Completed Certification Program for **SAP S/4HANA Sales** at eDrishyaa IT India Pvt. Ltd (SAP Authorized Education Centre) in 2022.

EDUCATION

- | | |
|------------------|---|
| 2012 - 16 | Dr.N.G.P Institute of Technology, Coimbatore.
B. E. Mechanical Engineering
- 7.8 CGPA |
| 2011 - 12 | Vidya Niketan School, Coimbatore.
HSC - State Board
- 76% |
| 2009 - 10 | Geethanjalee Matriculation Higher Secondary School, Coimbatore.
SSLC - Matriculation
- 91% |

SAP SKILL SET AND EXPOSURE

- **SD Enterprise Structure:** Organization unit definitions and Assignments.

- **Sales Document:** Sales Document types, Inquiry, Quotation, Standard Sales Order, Cash Sales, Rush Order.
- **Item categories:** Standard Item, Free Item.
- **Schedule Lines:** Deterministic MRP, No MRP, Individual Purchase Order, Third Party
- **Item category determination, Schedule line category determination**
- **Logistic Execution Process:** Delivery Types and Delivery Item Categories, Delivery Process, Backward and Forward Scheduling, Posting Goods Issue in the Delivery.
- **Billing:** Billing Document Types, Billing Process, Special Billing Document Types, Pro Forma Invoice, Invoice correction request, Cancellation Invoice, Collective Billing.
- **Pricing:** Configuring of pricing related functions, Defining Condition Table, Access Sequence, Condition Types, Pricing Procedure, and Condition Exclusion.
- **Special Functions:** Partner Functions, Material Determination, Material Listing and Exclusion, Lists and Reports, Incompletion Log.
- **Configuration:** Third Party, Individual Purchase Order, Copy Control Configuration, Stock Transfer Order, Rebate Management, Credit Memo, Debit Memo, Invoice Correction Request, Returns, Consignment Processing and LSMW.

PROFESSIONAL EXPERIENCE

Organization : World Wide Technologies

Duration : June 2016 to October 2021

Designation : Sales Executive

Place of work : Coimbatore

Job responsibilities

- Handling enquiries from clients and providing the details about the products.
- Overseeing the entire process of sales and marketing.
- Assuring the best after sales service
- Sourcing new business from already existing clients.

PROFESSIONAL SKILLS

- Persuasive communication skill
- Presentation and Negotiation skill
- Interpersonal Communication skill
- Team management and collaboration

FUTURE OUTLOOK

Improving self by getting adequate exposure to the latest trend of Supply Chain Management and evolve as a better individual and as an employee, equipped with methods for better efficient work so as to obtain the required outcome in time whatever may be the circumstances.

PERSONAL INFORMATION

Date of Birth : 25th August 1994
Father's Name : (Late) Mr.KP Rajapandian
Mother's Name : Mrs. B.Padma
Languages Known : Tamil, English

I hereby declare that all the details furnished above are true and correct to the best of my knowledge and belief.

DATE :
PLACE : COIMBATORE

(RAJENDRA KUMAR R)