

RESUME

Name: Sk Azad kalam

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Objective:

- Having 9 years of Experiences in Sales and Distribution , And2 years Experience in , SAP Finance & Controlling,
- Worked in 2 Projects inclusive of 1 Implementation, (Development), and 1 Support Project. using SAP FICO Methodology,
- Proficient in Sales & Distribution, & SAP FICO,

Profile:

- Trained on SAP FI & CO Modules.
- Understanding of SD & MM Modules.
- Good Understanding of Business Processes and quick learner.

SAP Skills:

Financial Accounting:

- Creation of G/L Masters, cash journals, House banks, and Maintaining Field Status Variant and posting Keys,
- Define Fiscal Year variant, posting periods, Tolerance groups, Document Types and Number Ranges.
- Defining interest calculation types, Defining Reference interest rates, Assigning Accounts for Automatic Posting for Interest Calculations.
- Settings for Foreign Currency Valuation in exchange rates.
- Creation of customer/vendor Accounts groups, Number Ranges, and customer/vendor Master Creation.
- Configuring Automatic payment program and Dunning for vendor/customers.
- Configuring Input/output Tax and Withholding Tax.

Asset Management:

- Configuring Chart of Deprecation, Depreciation Areas and Depreciation Keys.
- Creation of Asset Classes, Asset Number Ranges, Account Determination and related settings.
- Managing acquisition of new asset with Asset under Construction and settlement of the same to final asset.
- Transferring APC (Acquisition and Production Cost) Values.

Controlling:

- Maintain the versions for actual and planned postings.
- Creation of Cost Centers and Definition of Cost Centre Hierarchy.
- Creation of Activity types and Statistical key figures and Allocation, Distribution and assessment of costs.
- Creation of Primary and Secondary Cost Elements with Appropriate cost element category.
- Definition of Internal orders Types, order masters and Settlement profiles.
- Product Costing – Estimation of product costs in integration with SD and MM Modules.

Sales and Distribution:

- Responsible for the production & contribute to the development of all performance data that includes financial, sales activity reports to monitor and measure departmental productivity, goal achievement, and overall effectiveness.
- Manage secondary sales revenue into retail outlets.
- Create awareness in their designated geographies and do direct selling for the retail outlets.
- Finding new distributors and constantly grow the business.
- Manage the regional outlets sales agents and ensure sales targets are achieved through pushing stock outs to assigned outlets.
- Focus on activating new channels – market, group, schools, NGOS, Hospitals, State Govt Employees, etc.
- Ensure that distributor agents and retail outlets focus on Consumer Electronic products.
- Relations building between distributors & dealers.

Work Experiences:-

Organization : SEMANTIC INFORMATION TECHNOLOGY

Designation : SAP FICO END USER

Period : Dec 3 – 2020 to May 16 th 2022

Responsibilities:

- Posting invoice into the SAP Erp System.
- Posting customer Collections entries.
- Recoding collections from customers & Creating Purchase Orders.
- Creating Goods Receipts
- Raising tickets for errors, Some Errors I Solve, Critical Errors I Take Help with Consultant.
- Vendor Payment, Depreciation Posting, Voucher Posting,
- Preparing Vendor aging repost, Customer aging Report, General Ledger Posting.

Organization: IFB Appliances pvt ltd
Designation: Sales Associative
Period: 1st Nov – 2017 to March - 2020
Responsibilities:

- Marketing and Sales Consumer Digital Electronics Products.
- Checking Daily Sales product and Talking with Dealers and Sub Dealers about Stock
- Promoting Company Products
- Put Billing With Dealers And Sub Dealers.
- Achieving Monthly Sales Target,
- Motivate Team Members To Achieve There Sales Target,
- Talk With Services People to Close Service Issue.
- Happy Call to Customer & and Solution the Issues.
- Work Directly with Customer and explain the features of product and benefits of Products and completing sales.
- Designing and implementing marketing plans for company products.
Coordinating with SALES Teams and Service Team to develop targeted sales.
- Bill Generating to Dealers and Sub Dealers, Cash Payments, and online Transactions.

Organization: Reliance Jio
Designation: Jio Point Manager
Period: 3th March – 2015 to 25th Sep -2017

Responsibilities:

- Daily meet distributors and Dealers and check stock Billing and Motivate Marketing Team to Sell All Jio products
- Achieving Monthly and Daily Target, in Ruler Areas.
- Any Services and Finance Issue Talk with all departments ASM & CSM, to Solve Distributors and Dealers and customer,
- Report to JPL Head for sales and Services.

Organization: Univercell Tele Communication
Designation: Assistant Store Manager
Period: 7th February – 2013 to 8thJuly -2014

Responsibilities:

- Maintained Store Cleaning and Hygiene,
- Daily Checking Price's, and explain all Productive for all brands to Customers.
- Training staff, managing inventory,
- Conduct Regular Audits of Store, Physical and Practical Condition to Ensure Quality.
- Generate and Review Daily Sales Report.
- Training New Employees for the sales Floor.

Education Academic:

- SAP (FI-CO) Training from Ascentia Tecnoconsulting India Pvt Ltd.
- Master of Business Administration from Quba College of Engineering and Technology.(2012)
- Bcom Computers & Commerce in Degree,(2010)
- 12th From Loyola college (Gudur) – 2006
- 10th From Zp High School (Kaluvoya) – 2004

Technical Skills Exposure:

- SAP R/3 Finance and Controlling Modules.
- Tally ERP 9.
- Microsoft Office Specialist.

Strengths:

- 1) Fast Learning is my Key Strength.
- 2) Smart Working Time Management.
- 3) Good Grasping Capability, Sincerity and Commitment.
- 4) Good Team Player and can be a leader to take Responsibilities when it is required.
- 5) Good Managerial Skills and Man Management.

Personal Information:-

Name	Sk Azad Kalam
Date of Birth	25-07-1989
Marital Status	Married
Contract Address	Door no: - 26/2/364. Jyothi Nagar, Revenue Ward No26-II Nellore, Pin: - 524004. (AP)
Contact Number	9347863414,9885079251
Languages Known	English,Urdu,Telugu

Declaration:

I hereby declare that the above furnished information s true and correct up to my Knowledge and belief.

Date:

Place: Nellore

Sk Azad kalam