

CURRICULUM - VITAE

Roshan Tukaram Bate

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DOB: 28th November, 1984

Career Objective:

To work in an organization that provides an environment of challenge, innovation and continuous career growth. To be able to constantly upgrade my knowledge while contributing effectively to the success of the organization

Key Strengths:

Very well organized and comfortable working in a multi-tasking project-oriented environment. Above average verbal and written communication abilities. A highly effective team player who understands the value of working together towards a common goal.

Professional Experience :-

PIONEER ADHESIVES PVT LTD. (From April 2021 till now)

Sales MIS

- All India Primary Sales Report Extract from Tally – Zone, State, Category wise, and Sku wise
- Daily Collection Report for Pan India.
- Primary Order fill rate report
- Updating AD/Stockist level Inventory
- PPT for Business Review Meeting

SPOC for Pan India - SFA – Sales Force Automation

- Secondary Sales Report from SFA
- Zone, State, Sales Person wise
- TC/PC Report
- New Outlet Appointment
- Secondary Sales & fill rate
- Data Updating in SFA for new Stockist & Sales team.
- Sales & DB Mapping in SFA

KOKUYO CAMLIN LTD. (From April 2014 – 30th December)

Traditional Sales – MIS & Co-ordination All India for Stationary & Colors.

Sales MIS Analysis for All Verticals

- Submitting the Internal Daily, Weekly, Monthly, Quarterly, Half Yearly and Annual MIS Reports
- To generate Customer-Product wise sales reports, Customer-Location wise sales reports, Customer Type wise sales reports and Region/State/District/Territory wise sales reports.
- To Prepare the Quarterly Incentive data for the sales team & process the same.
- Retail & Distributor Network Expansion budget V/S Actual.
- Preparing PPT for Management as and when the meeting is scheduled.

Commercial Activities : Pan India

- Designing Various Trade Promotion Scheme for field Support with provision.
- Managing Vendor for Gift Articles.
- Settlement of Trade Claims:- Credit Note/Gift Articles/Free Issue/Damage with verifying the Schemes norms & Eligibility.
- Preparations of circulars of prices, schemes & updating same in SAP.

SAMPARK 2.0 Software - DMS & SFA (Distributor Management System – Sales Force Automation)

- Manage all Master Data Management process in DMS
- Review and develop new data checks in system
- Follow up with distributors/Sales for Data & coordinate with vendor
- Explain data to requirement to IT Vendor/
- Managing Sales Hierarchy/Geography Data in DMS
- Manage Data checks & Go Live
- Identify opportunities for improvement in DMS system & Reports.
- Identify gaps in local DMS & driving development in DMS System
- Defining Secondary Schemes in DMS
- Downloading SFA usage reports from DMS

ULTRATECH CEMENT LTD – ADITYA BIRLA GROUP

Trade Segment – Order Management & Sales MIS Analyst (from October 2005 to Mar 2014)

- Order Acknowledge in COF system after verifying Retailers code, Qty, Consignee Address, Taxation codes etc.
- Co-ordination with various supply sources on regular basis to streamline the better execution and evacuate the stocks at a faster pace.
- Keeping track of the rake arrivals to prevent the material from Demurrage and wharf age.
- Keeping daily updates of sales figure & dispatches of stockists / customers and maintaining the target allocated.
- Maintaining good relation with Stockist & transporter for smooth flow of material.
- Attending customer's queries related to order booking, dispatches.
- Managing a team of five members & monitoring their performance for smooth operation.
Working under FOX PRO system, SAP & in COF (Customer Order Fulfillment)
- Monitoring and updating of Daily Dispatch Reports at Regional Level
- Bucket wise/Belt wise/Segment wise report/ Plant wise/ Grade wise Mode wise/ Stockist wise / Mode wise / Destination wise, & Taluka wise.
- Day to day comparison of Dispatch qty with SNOP/Last year qty / Budget qty
- Giving details to TSMs & TSEs as and when they require the data as per their requirements to take corrective measures on priority basis
- Maintaining the Market share report Counter share reports their Trends.
- Preparation of slides for RH & TSM's as and when the meeting is scheduled

Trade Commercial Activities

- Process customer claims like: Short Bag, Diversion, Sales Return & Rate Difference.
- Tracking of WSP/RSP/MRP and uploading the same in portal.
- Trade Billing Price uploading in SAP system & circulating the same to stake holders.
- Credit limits review for Customers as per SOP guideline.
- Renew Customers agreement & submitting the same to Account Dept.
- Cumulative Monthly Target Scheme.
- Price equalization payments.
- Disbursement of Schemes thru credit note or gift articles.

Involvement in the Budget exercise for Mumbai Region

- Coordinated with the respective RH, TSM's for budget qty.
- Working on Pricing, Industry arrivals as per the Management norms.
- Provided the necessary data on UBS, Retailer Nos. & Network for the working

Significant Highlights:

- **The Award was presented by CEO for best performance for Successful implementation of Order Booking System.**

Educational Qualification:

- B.Com Bachelor of Commerce (from University of Mumbai)-2005
- H.S.C.(from University of Mumbai)-2002
- S.S.C.(from University of Mumbai)-2000

Additional Qualifications:-

- Proficiency in M/s Word, M/S Excel, M/S Access, M/S Power Point.
Advance Excel 2010: Conditional & Logical Functions – Count if, Sumif, And, Or, vlookup, Hlookup, Index Match, Sorting, Filter, Pivot Tables, Charts, Conditional Formatting.
- SAP-Version 7.4 – GUI - Module- R3 - Creation of customer & product code, order booking, Ledger report, Ageing report, Price upload, Dispatch report and Pending orders report.
- BI Tools Power BI/Tableau