**CurriCULUM VItae**

**Tahirahammad Sanadi**

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**CAREER OBJECT:**

 Intend to build my career where my skills and knowledge can be useful for the successful

Completion of the objectives of the organization. I am quite confident that I can make positive

Contribution to the organization and work to the greatest satisfaction of my peers and superiors.

# EDUCATIONAL QUALIFICAQTION:

Bachelor of Business Administration (BBA) – Graduated from KUD (Karnataka University Dharwad). – 60%

PUC-40%

SSLC-78%

# ACADEMIC PROJECT:

Project Name: ‘EMPLOYEE SATISFACTION TOWARDS THE WELFARE MEASURES’ in GOKAK

 Textiles Private Limited

# COMPUTER SKILLS:

* Computer skills ( MS-Power point, Excel, Word)
* Sound knowledge of MS-word, MS-excel, MS-power Point Good type writing.
* Well experienced with use of internet& tools (SAP end user, Zyme, MyPRS, CSIS, SFDC, BI and Sea burger)
* Good knowledge of Advance Excel
* Good Knowledge of V lookup and H Lookup
* Good Knowledge of Pivot table and Dashboard
* APEX, OAL, OM, CPQ, SPM, SPS, DM, DAS, CRA tool and saleshelp,

**Professional Experience:**

**Company: Oracle**

**Current Designation: Senior Process Analyst.**

**From 23/09/2019 to till date.**

**Working in Cloud Transaction Management (CTM) Team from Sep-2019**

* We are responsible for leading strategic efforts on top million dollar deals / Critical cases / escalated cases and resolved it in a timely manner. Responsibilities involve :
* Identify transactions that have a high propensity to fail throughout the order lifecycle and proactively intervene on such transactions to eliminate or mitigate risk of potential failures
* Drive opportunities to eliminate manual touches or failure points through automation, process, and policy changes
* Develop a framework to better anticipate and respond to upcoming challenges Including major system changes, acquisitions, new production introductions, etc.
* Complete End to end knowledge on Quoting, Deal Review, Booking, Provisioning, Invoicing, and Account receivables, Collections, Cash Apps and Credit.
* License Deal Management teamwork on drafting Ordering document, Amendments, and Contracts that includes Terms and Conditions for Global Clients.
* We work on Sales applications – CPQ, Web quote, DAS etc., provide an end-to-end support to sales team from quoting until booking, and further.
* Troubleshooting day to day issues based on the ticket raised by sales and make sure that the deal passes smoothly from quoting until booking
* Experience on raising a deal to the approvers with proper justification in DAS application and draft the ordering document as per the customer requirement.
* Reviewing Legacy Contracts and Modifying the Quotes offline to meet Legacy Contract requirements.
* Training new joiners and supporting them during nesting, Sharing process updates, Process Documents/Confluence page creation, EOD report sharing with Leader ship team, Audit and Quality check and Critical re-conciliation during Quarter and Year-ends.
* Have good knowledge in end-to-end Cloud business operation from quoting till Collections.

Prior to Oracle:

**Company: Hewlett Packard Enterprise (HPE)**

**Current Designation: Senior Process Associate. (Country Lead for US and Canada Partners)**

**From 15/07/2015 to 20/09/2019.**

* Monitor distributors and resellers on a regular basis, analyze trends and ensure accurate inventory and sales reporting process.
* Responsible to prepare and publish the monthly or weekly sales and inventory summary report and score cards for business partners.
* Responsible to communicate with the business partners & off shore HP employees via e-mail, calls and desktop sharing procedures.
* Responsible for day to day transaction processing pertaining to channel sales and warehouse inventory operations.
* Analyze data across multiple ERP systems and ensure synchronization in SAP.
* Responsible for resolving the issues concerning to the EDI Fallouts [Electronic Data Interchange]
* Act as an interface between Channel Data management [CDM] and business partners.
* Responsible for resolving the issues raised from the interdepartmental and offshore requests on SKU’s, Invoice discrepancies & inventory and sales data discrepancies.
* Responsible for day to day transaction processing pertaining to channel sales and warehouse inventory operations.
* Responsible to update and maintain the trackers and checklists in share point.
* Responsible to work deliverables complying with respect to TAT, KPI & Accuracy.
* Responsible to prepare the variance reports by data mining using the system application tools.
* Responsible to communicate with the business partners & off shore HP employees via e-mail, calls and desktop sharing procedures.
* Preparing Production and Quality dashboards to report progress made through quality initiatives and report overall quality level in the organization.
* Any other responsibility initiated by the Reporting Manager from time to time.
* Responsible for escalations, reports and analytics.
* Responsible for to prepare a process Documents and SOP.
* **SAP FICO Expert**

# Additional Responsibilities included:

· Responsible for trainings for new folks.

· Responsible for sending team level daily reports.

· Responsible to communicate process updates with Customer.

**Rewards & Recognition:**

* Awarded ‘Will To Win’
* Awarded ‘Always accountable’
* Awarded ‘Performance Award’
* Awarded ‘Best Team Award’

# Audits:

* Every month by comparing the Distributor data to Reseller Data comparison of dollar with the exact quantity.
* Contacting for the duplicate transaction as the same invoice, date range, quantity, and same serial numbers with the dollar reported by partner.
* Contacting for High/Low dollar and quantities.

# DECLARATION:

I hereby declare that above mentioned information is true to the best of my knowledge.

Date: 29.06.2020 Tahirahammad Sanadi.