



**PmtechERP®**

GLOBAL MANUFACTURING ERP

**TRAINING & CERTIFICATION · COURSE BROCHURE**

# **ERP Sales & Distribution Training & Certification**

**Configure the full order-to-cash cycle mapped to SAP SD.**

Duration 30 Days · Level Functional Certification · SAP equivalent SAP SD ·  
PMTechERP Certified Sales Consultant

**[www.pmtecherp.com](http://www.pmtecherp.com)**

Live projects · Industry certification · 100% placement support · SAP-mapped curriculum

## COURSE OVERVIEW

The ERP Sales & Distribution certification trains you to manage the complete order-to-cash process — from quotations and pricing to dispatch, logistics, billing and credit control.

Sales and distribution is a core ERP function in every product company. With live order processing and billing scenarios, this program prepares you for consultant and sales operations roles.

<b>30 Days</b> Duration	<b>₹25,000 + 18% GST</b> Course Fee	<b>Functional Certification</b> Level	<b>₹4 - 11 LPA</b> Salary Range
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## HOW IT COMPARES TO SAP SD

This course maps directly to SAP SD (Sales & Distribution). You master the same order-to-cash concepts — pricing, deliveries, billing and credit management — through hands-on PMTechERP projects.

## PROGRAM HIGHLIGHTS

- **SAP SD-mapped curriculum**  
Learn the same functional scope and terminology that enterprises use, so your skills transfer directly to real implementations.
- **Hands-on, live projects**  
Configure and run realistic business scenarios end to end — not just theory — to build genuine consultant-grade experience.
- **PMTechERP Certified Sales Consultant**  
Earn an industry-recognized certification that validates your expertise to employers and clients.
- **100% placement support**  
Resume preparation, interview coaching and active referrals to hiring partners until you are placed.

## DETAILED SYLLABUS

### Module 01: Sales Master Data & Org Structure

- > Sales org, distribution channels & divisions
- > Customer masters & partner functions
- > Material & customer-material info records
- > Item & schedule line categories
- > Number ranges & document control

### Module 02: Pre-Sales & Order Management

- > Inquiries, quotations & follow-up

- › Sales order types & processing
- › Availability check (ATP) & backorders
- › Order changes, rejections & reasons
- › Special orders: rush, cash & consignment

### **Module 03: Pricing & Conditions**

- › Condition technique & access sequences
- › Price, discount, freight & surcharge conditions
- › Tax determination (GST) in sales
- › Pricing procedures & condition exclusion
- › Free goods, rebates & promotions

### **Module 04: Delivery & Logistics**

- › Delivery document & picking
- › Packing & handling units
- › Post goods issue & stock impact
- › Routes, shipping points & scheduling
- › Transportation & dispatch basics

### **Module 05: Billing & Revenue**

- › Billing types, invoices & cancellations
- › Collective & split billing
- › Credit/debit memo requests
- › Revenue account determination
- › Integration with finance (AR)

### **Module 06: Credit & Customer Management**

- › Credit control areas & limits
- › Credit checks, blocks & releases
- › Customer ageing & receivables
- › Order-to-cash KPIs
- › Sales reporting & analytics

## **OUTCOMES**

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- › Configure quotations, sales orders and pricing procedures
- › Manage deliveries, dispatch and logistics

- > Run billing and revenue recognition
- > Set up credit control and customer masters
- > Handle the complete order-to-cash cycle

## LIVE PROJECTS

- > Configure a complete order-to-cash flow with pricing and credit control
- > Build a multi-tier pricing and discount procedure
- > Set up dispatch, delivery and billing for a distribution business

## CAREER ROLES

ERP Sales Consultant

Sales Operations Manager

Distribution Planner

## SUCCESS STORIES

- > Speeding up order processing for a high-volume FMCG distributor
- > Tightening credit control to reduce overdue receivables

## FREQUENTLY ASKED QUESTIONS

### • Is this course equivalent to SAP SD?

Yes — it mirrors SAP SD (Sales & Distribution), covering the full order-to-cash process with hands-on configuration in PMTechERP.

### • What jobs follow the Sales certification?

Graduates take on roles such as ERP Sales Consultant, Sales Operations Manager and Distribution Planner.

## COURSE FEE — PAYMENT DETAILS

Bank Name	<b>Union Bank of India</b>
Account Name	<b>PM Technologies</b>
Account Number	<b>776301010050234</b>
IFSC Code	<b>UBIN0577634</b>

After paying the course fee to the account above, reply to your enrollment email with the transaction receipt / UTR number so our team can confirm your seat.

## ABOUT PMTECHERP

PmtechERP is a global manufacturing ERP platform and knowledge hub, delivering SAP-grade capability — finance, production, quality, maintenance, supply chain and more — at a fraction of the cost. Our training and certification programs are designed and taught by practising ERP

consultants, combining configuration skills, live projects and 100% placement support to make you genuinely job-ready.

## Enroll in the Next Batch

Reserve your seat for ERP Sales & Distribution at [www.pmtecherp.com/enroll](http://www.pmtecherp.com/enroll) — no payment required to reserve. A training advisor will confirm your batch, schedule and fee. Call or WhatsApp +91 91599 03059 or email [pmtechclients@gmail.com](mailto:pmtechclients@gmail.com).