**Resume**

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| Name of the Consultant | Avinash Reddy |
| Contact number | 732-802-1606 |
| Contact Email ID | samar@zyrotek.com |
| Certification | SAP Certified Application Associate - SAP S/4HANA Sales 1909 Upskilling |

**Profile**:

* Avinash is having over all 14 years of experience with 11+ years of experience in SAP SD/OTC/LE and is SAP S/4 HANA certified associate in sales
* Experienced in mapping business requirement to SAP
* Worked in (4) Implementation, Support, Rollout & Migration projects
* Worked on different projects across Manufacturing, Construction, Real Estate, Solar, Service, Retail, Beverages and Oil & Gas Industries
* Efficiently and productively analyzed all the projects undertaken.
* Hands on Experience in S/4 projects (Business Partner, SD data models, Settlement management)
* Adept in configuration of sales documents, delivery documents and billing documents by working all kinds of issues related to Sales cycle in Project
* Expertise in Pricing procedure, Pricing routines and user-exits
* Configured Inquiry, Quotation, Standard order, Export process, Service Order, Intercompany billing, STO, consignment process, MTO, Third party.
* Configured credit management, Batch Management
* Customized output types related to Packaging, Bill of Lading, Provisional invoice, Commercial invoice, e-Invoicing
* Configured basic functions like Partner determination, Output determination, Text Controls, Revenue Account determination, route determination
* Worked on Custom reports, WORKFLOWS, FIORI apps, Enhancements, BAPI, LSMW
* Worked on IDOCS, RFC, webservices
* Worked on Interfaces and Quoting tools like CPQ, salesforce, EDI, SEDI, NGQ
* Instrumental in Integration with other modules including PS, MM, PP, FI and ABAP
* Knowledge on SAP AFS, SAP Real estate, Variant configuration, SAP RAR, Rebates and Settlement management, SAP PS, S/4 HANA Migration
* Expertise in ABAP Debugging

**Education**:

Master of administration, Osmania University (India)

**Training & Certifications**

* SAP Certified Associate - SAP S/4 HANA SALES

**Working Experience**:

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| **Client Name** | **HPE (Hewlett Packard Enterprise) 09/2021 to 01/2023** |
| **Project Type** | **Support** |
| **Role** | **Senior Consultant**  |
| **SAP Environment** | **S/4 HANA** |

**Technology**: SAP S/4 HANA SD

**Middleware:** Seeburger, SAP XI/PI

**Role and Responsibilities**:

* Primary point of contact for business for any support issue related to OM
* Handling issues related to IDOCs fallout and processing time, developed solution (Customized wrapper programs) to overcome the processing time.
* Worked on reducing the response time from order submission in Quoting tool to order acknowledgement from S/4 system
* Worked on interfaces to derive the best deal price for customers for same material in different bundles
* Working on report to calculate buy back price whenever there is price drop in customer orders
* Worked on different issues in interface between EMDM and MDCP
* Worked on different issues in availability check to meet customer demands and deliver products in agreed date
* Developed customized solutions to calculate the estimated revenue in customer orders
* Prepared function specifications for validating and controlling certain filed during quote/order/delivery/Invoice creation
* Automated manual activities like, RMA (returns) approval by business, copy business partner from different partner functions, DOE (Direct order entry) tool
* Created pricing routines to copy prices based on options selected in order variant
* Working on SAMRTFORMS and e-invoicing
* Worked on Service contracts and settlement management
* Worked on customer rebates, sales commission

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| **Client Name** | **HPE (Hewlett Packard Enterprise) 10/2018 to 08/2021** |
| **Project Type** | **Implementation (S4 Largest Implementation)** |
| **Role** | **Senior Consultant (Offshore Lead)** |
| **SAP Environment** | **S/4 HANA** |

**Technology**: SAP S/4 HANA SD

**Middleware:** Seeburger, SAP XI/PI

**Role and Responsibilities**:

* Gathering requirements from business, prepare FDS document with current business scenario, need for development, solution proposed. Coordinate with business users to sign off the requirement
* Configured enterprise structure, new document types like sales document types, item categories for Quote, Order to cash (OTC), Credit, Debit, Return scenarios
* Defined user status to trac order life cycle status
* Worked with business and IT team from different third party systems like Salesforce, EDI, SEDI, NGQ, BEB and Hybris.
* Worked on customer master data interfaces from EMDM to SAP, mapping source and target fields, preparation of Functional specification document with design and development details to create IDOCS from EMDM to SAP
* Worked on material master interface from SAP to SALESFORCE/NGQ/SEDI, mapping source and target fields, preparation of Functional specification document with design and development details to create IDOCS from SAP to NGQ/SALESFORCE/NGQ
* Worked on pricing master interfaces from SAP to NGQ, mapping source and target fields, preparation of Functional specification document with design and development details to send condition records from SAP to target systems using webservice.
* Worked on Quote creation in SAP from various source systems like NGQ, NGQC, EDI, SEDI, B2B, Hybris. Mapping source and target fields, prepare functional specification with design and development details to create quote.
* Define business partner roles, groups for customer master management
* Prepare function specification to add validations and control during quote creation in create and save order user exit
* Prepare functional specification to validate partner functional address in IDOCS for ship to party, endcustomer party in EMDM during quote creation and fail the IDOC if the address is not matching in EMDM
* Create interface between SAP and MDCP system to create contact person on the fly during quote creation
* Automated solution to create case ID for users in SFDC to clear any incompletion log in Quote, sales order, credit order, returns
* Involved in variant configuration like creation of characteristic, class, object dependency, dependency net, assign object dependency in sales BOM
* Configured intercompany process between existing SAP ECC and S4HANA system to create orders for plants that were not live in S4 system
* Worked with Tidal team to schedule batch jobs for IDOCS processing, delivery creation, invoice creation

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| **Client Name** | **CRISTAL From: 11/2017 to 10/2018** |
| **Project Type** | **Support** |
| **Role** | **Senior Consultant**  |
| **SAP Environment** | **ECC 6.0/S4 HANA** |

**Technology**: SAP SD, SAP PS

**Middleware:** SAP XI/PI

**Role and Responsibilities**:

* Created interfaces like order confirmation, invoicing to connect SAP with other thirdparty system using middleware SAP PI/XI
* Identification of required fields to flow between systems, field mapping and preparing function specification to develop webservice connection
* Function testing and integration testing to ensure all the required fields are correctly mapped and flowing between systems
* Creation of FOC document type, item category, condition types, procedure for free goods determination as per business requirement
* Worked with planning team to identify the double demands for BOM materials in SAP and configuration of new schedule lines, determine correct requirement planning to avoid duplicate requirement planning for components in sales order BOM
* Created various pricing routines, copy control routines to meet business requirements
* Preparation of Function specification to develop multiple reports like open sales report, blocked orders in SAP
* Created new output types, SMARTFORMS to print and email different forms like commercial invoice, quote confirmation, delivery confirmation
* Developed BOM dashboard report to display different BOMs in each plant and its component with stock availability
* Configured STO and intercompany scenarios
* Worked on MILESTONE billing
* Handled issues in SAP PS like budget availability, open project report with planned cost and actual cost, Result analysis, settlement, project and WBS creation

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| **Client Name** | **Multiple clients: VST, KANORIA, NSL From: 06/2017 to 11/2017** |
| **Project Type** | **TAX Migration**  |
| **Role** | **SD Consultant**  |
| **SAP Environment** | **ECC 6.0** |

**Technology**: SAP SD

**Role and Responsibilities**:

* GST (Goods and Service) was implemented in India
* All clients migrated form tax procedure TAXINN/TAXINJ to GST
* Configuration of new GST condition types like SGST, CGST, IGST, define access sequence and update pricing procedures
* Implemented relevant SAP notes in SAP system
* Master data migration, prepare LSMW to update tax classification in Material master and GST registration number in customer master
* Define new number ranges for billing types to determine unique sequential numbering for each GST invoice as per legal requirement
* Develop interface to communicate SAP with GST government portal for generation of IRN and QR code on GST invoices

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| **Client Name** | **VPS Group From: 04/2016 to 06/2017** |
| **Project Type** | **Implementation**  |
| **Role** | **SD Consultant** |
| **SAP Environment** | **ECC 6.0** |

**Technology**: SAP SD

**Role and Responsibilities**:

* Understand the business requirements of the client and mapping the business organization
* Prepared BBP document as per the client requirement.
* Customizing and creation of various sales document type, Delivery document and billing documents.
* Configuration of pricing procedure and various pricing condition type as per business requirement.
* Configured Standard sales, Value Contract, Quantity Contract, Service Order, Intercompany STO, Credit Memo, Debit Memo, Free of Charge sales, Subsequent FOC
* Unit testing and Integration testing with other modules MM, FI and ABAP
* Created LSMW and BAPI to upload master data and cut over data
* Prepared End User Manual
* Training provided for users and assisted them in creating orders in Live system
* Developed SMARTFORMS
* Integration with planning team to determine the correct requirement type for Make to order and make to stock
* Worked on Logistics Execution (LE) configurations for Shipping, Picking, Packing and Delivery Scheduling.

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| **Client Name** | **Vascular From: 10/2014 to 03/2016** |
| **Project Type** | **Implementation, Roll Out and support** |
| **Role** | **SD Consultant** |
| **SAP Environment** | **ECC 6.0** |

**Technology**: SAP SD

**Role and Responsibilities**:

* Involved in business discussion to understand their exiting business process and map in SAP with To-be process
* Involved in business process management and GAP analysis
* Preparation of business blueprint document for business scenarios like consignment process, STO, Standard sales
* Configuration of different sales document types, delivery document types and billing types of each process
* Configuration of batch management process with class, characteristics, success sequence, strategy types
* Configuration of STO process delivery type, schedule line, define shipping data for plants, assign delivery type and checking rule
* Work with business to identify the pricing scenario and configure condition types, access sequence, pricing procedure
* Configured Availability check, Transfer of requirements, relevant movement type for each business scenario in schedule lines
* Configuration of different text types, output types and configures text determination, output determination procedures
* Prepared function specification for custom enhancements in sales order save user exit, routines in pricing
* Prepared function specification for development of SMARTFORMS like commercial invoice, proforma invoice, order confirmation
* Integration with FI and CO team to post correct GLs for Customer account, Revenue account, COGS account
* Integration with MM team to determine correct shipping points in STO scenarios
* Prepared LSMW to upload customer, material and pricing data in SAP
* Trained business users on the new business functionality and provide user manuals for future reference

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| **Client Name** | **SD Corporation Ltd From: 05/2013 to 09/2014** |
| **Project Type** | **Roll out and Support** |
| **Role** | **Consultant** |
| **SAP Environment** | **ECC 6.0** |

**Technology**: SAP SD/RE (Real estate), SAP PS

**Role and Responsibilities**:

* Support activities include identification of daily issues and resolving them on priority
* Automated exiting pricing approvals by using release strategy in pricing and developed workflows to automate different levels of approvals
* Customized new output types for printing and emailing Tax Invoice, Demand invoice, Receipt
* Customized enhancement to Split customer document at accounting document
* Developed ALV report in SAP to display open Invoices and send reminders through email from report to customers
* Responsible for new plant rollout, configuration, and assignment of enterprise structure to new plant.
* Master data extension to extend existing material master in new plant
* Actual cost report in PS
* Restriction of Budget transfer and Supplement for projects
* Progress Analysis of projects

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| **Client Name** | **GKC projects limited From 11/2011 To 04/2013** |
| **Project Type** | **Implementation**  |
| **Role** | **SD Consultant** |
| **SAP Environment** | **ECC 6.0** |

**Technology**: SAP SD

**Role and Responsibilities**:

* Prepared business blue print document for Sales order, delivery and billing process
* Definition and assignment of Enterprise structures like sales organization, distribution channel, Division etc
* Customizing and creation of various sales document type, Delivery document and billing documents.
* Configuration of pricing procedure and various pricing condition type as per business requirement.
* Configured copy controls between sales – sales, and billing- sales documents.
* Configuration of various Account Groups as per customer classification, and defined partner functions, Maintaining Partner Determination Procedures in various objects such as Customer Masters, Sales Document Header & Item, delivery, billing docs etc.
* Defined and configured the text determination, Cross selling, Material determination and Item proposal in Sales and Distribution.
* Integration with FICO including revenue account determination, new account keys, and configuration of credit management and set up the credit authorization process.
* Coordinated with Test Analysts to develop Testing scenarios, UAT, Functional Testing, Regression testing, and Interface Testing.
* Preparation of End user Manuals and coordinating with business users for user training