

PROFESSIONAL PROFILE

- 22+ years of consulting experience at the intersection of strategy, operations, technology and business analytics with an exceptional record of delivering cost-effective, high-performance solutions to meet challenging business demands. Strong understanding of Enterprise cloud applications across diverse industry verticals. Aspiring to excel in leadership roles with ability to balance strategic and tactical thinking and accountability to execute.
- Results-focused Solution Architect /ERP Package Implementation Leader specializing in NetSuite ERP, SAP ERP, and project delivery management. Demonstrated career success driving business transformation and performance optimization through the effective command of high-impact, full cycle NetSuite ERP Projects and SAP projects.
- 6+ Years of NetSuite Implementation Experience as a Solution Architect. Certified NetSuite ERP, NetSuite Administrator, NetSuite Financials & NetSuite Analytics.
- Implemented 20+ NetSuite end-to-end projects for multiple industries
- Professionally qualified in Advanced Revenue Management, Supply Chain Management, SRP/Projects Management, Dunning Process, Electronic Funds Transfer (EFT), Demand Planning, Case Management & Pre-Sale and business development
- 19+ years of ERP solution implementation experience involving NetSuite ERP, SAP ERP in Lead To Quote, Record To Report, Order To Cash, Design To Build and Procure To Pay processes

CORE COMPETENCIES

NetSuite ERP Certified Consultant	Advanced Revenue Management	SAP ERP
NetSuite Certified Administrator	Suite Analytics & Financial Reporting	IT Service Management
NetSuite OneWorld ERP & CRM	Financial Consolidation & Multibook	Engagement Management

PROFESSIONAL OVERVIEW

Associate Director, Professional Services | LTI Mindtree

01/2020 – Present

- Business Transformation Leader, Lead large scale engagements as a delivery lead, Solution Architect for NetSuite implementation with Multi-Book, Advanced Revenue Management and Intercompany transactions; integration with multiple cloud software
- NetSuite implementation; gathered client business requirements in accounting, inventory and customer relationship management, mapped in NetSuite and developed customizations to fit customer business needs. Strong expertise in Suite Flows, Suite Bundler, SuiteScript, Suite GL, SuiteSolutions
- Solution design and manage integrations between NetSuite & SAP, Sales Force, Dell Boomi, VISTEX, Avalara using Webservices and Restlets for Order Management(O2C), Supply chain(P2P), Pricing and Financial transactions and Reporting
- Configure the solution design for end to end Accounting processes (GL, AR, AP, Cash Management, COPA, Product Costing, Taxes, Budgets, Intercompany Transactions, Bank Reconciliations, Aging Reports, Income and Balance Sheet statements and Custom financial reports)
- Interfaced with key stakeholders. Provided status reporting to client and to project governance and leadership teams.
- Analyzed risk and provided targeted risk mitigation solutions.
- Leading and managing multiple project teams for the solution implementation

Director Solution Architect, Professional Services | ORACLE-NETSUITE

02/2017 – 01/2020

- Sr. Solution Architect & Functional Lead with delivery of projects consisting of over multiple projects

Professional Overview Continued

- Lead & manage Customer relationships, Solution Delivery, Architecting the Solution design and road map, Client Interactions, Budgeting and managing team dynamics, Scope Management & Project communication including both internal and client communications
- Solution Architect for NetSuite implementation with over 125 subsidiaries with Multi-Book, Advanced Revenue Management and Intercompany transactions; integration with multiple cloud software
- Implemented NetSuite at multiple Small and Medium-scale Businesses (SMB); gathered client business requirements in accounting, inventory and customer relationship management, mapped in NetSuite and developed customizations to fit customer business needs. Strong expertise in Suite Flows, Suite Bundler, SuiteScript, Suite GL, SuiteSolutions
- Solution design and manage integrations between NetSuite & SAP, Sales Force, Dell Boomi, VISTEX, Avalara using Webservices and Restlets for Order Management(O2C), Supply chain(P2P), Pricing and Financial transactions and Reporting
- Architect for solution design of integration between SAP S/4 HANA, C/4 HANA, Oracle, NetSuite, Salesforce for the Data migration, Financial Data processing, Transactional Data processing and Testing of the integrations
- Configure the solution design for end to end Accounting processes (GL, AR, AP, Cash Management, COPA, Product Costing, Taxes, Budgets, Intercompany Transactions, Bank Reconciliations, Aging Reports, Income and Balance Sheet statements and Custom financial reports)
- CRM Process configuration for Quotes, Opportunity, Leads, Case Management and Service Processes for Media , Retail, Wholesale industries
- Developed expertise in NetSuite's Procure to Pay, Order to Cash, and Record to Report functional areas within few months and emerged as one of the SMEs in Professional Services Group; strong understanding of cloud computing software, ERP and CRM capabilities
- Designed complex solutions for Deferred Expense Deferral and Expense Accrual Customization; Setup Advanced Revenue Management and Multi-Books capabilities.
- Oversee resource planning activities, staffing, and resource escalation management, ensure capable teams are assembled to meet a wide range of customer needs
- Achieved business value by setting up strategic direction and providing leadership for NetSuite ERP solution deployment.
- Interfaced with key stakeholders. Provided status reporting to client and to project governance and leadership teams.
- Analyzed risk and provided targeted risk mitigation solutions.
- Leading and managing multiple project teams for the solution implementation

Practice Manager/Functional Lead - SAP Service | PRINCIPAL CONSULTING

08/2016 – 02/2017

Client: Applied Material, San Jose, WA | Project: SAP CRM Service

- Achieved business value by setting up strategic direction and providing leadership for SAP CRM-based solution deployment.
- Managed the team for solution delivery, Testing
- Ensured timely team deliverables. Assessed task progress by organizing/attending daily scrums and administering teamwork assignments, issue management, and delivery timelines.
- Interfaced with key stakeholders. Provided status reporting to client and to project governance and leadership teams.
- Analyzed risk and provided targeted risk mitigation solutions.
- Served as solution architect for the CRM Service Process

Manager / SAP OTC (Sales & Service) Functional Lead / Solution Architect | CAPGEMINI

12/2015 – 07/2016

Client: Mondi, Vienna, Austria | T-Mobile | Warner Brothers

- Prepared business blueprint document and system configuration SAP CRM, C4C
- Provided functional specifications for RICEF.
- Performed configurations, customizations, Testing and Cut-Over Data migration for end-to-end-golive
- Led all project management activities, including timeline, scope management, resource management, solution delivery, and post go-live support. Tracked milestones, addressed risk, and resolved issues by presenting weekly status reports and action items log.
- Managed the team for one of the largest transformation projects in the telecom industry, comprising 15 onshore and 25 offshore resources.
- Ensured timely team deliverables. Assessed task progress by organizing/attending daily scrums and administering teamwork assignments, issue management, and delivery timelines.

System Landscape: SAP Cloud for Customer, CRM 7.0, SAP ECC 6.0, SAP JAM, Web methods, SAP ECC 6.0, SAP CRM 7.0 (EHP2)

Professional Overview Continued

Sr. **SAP SD & CRM Configuration Analyst** | APRIA HEALTHCARE

10/2008 - 03/2009

Project: Implementation of CRM 7.0, Order Management, Service Process Management, Web UI

- Gathered requirements through workshop and discussions with business users.
- Prepared business blueprint document and system configuration for service order processing, repair & return order processing, warranty management, technician scheduling, complaint management, sales order processing, organizational management, master data, pricing, tax ware, and credit card processing.
- Configured middleware settings for data flow between CRM & ECC.

SAP CRM Lead Functional Consultant | INTELLIGROUP INC.

02/2008 - 10/2008

Client: Magellan Corporation | Project: Implementation of Service Process Management and IC Web-Client

- Prepared business blueprint document and system configuration for service order processing, repair & return order processing, telesales order processing, organizational management, master data, pricing, tax ware, credit card processing, and service request & confirmation.
- Order processing through ICWeb and PCUI (repair & return process). Configured middleware settings for data flow between CRM & ECC.
- Supervised a three-person team. Oversaw project activity and schedule management, customer expectations, scope and schedules, team tasks, and performance reporting.

*System Landscape: CRM 5.0, **SAP** ECC 6*

SAP OTC (SD & CRM), SAP MDM Functional Lead | TATA CONSULTANCY SERVICES LIMITED

02/2004 – 02/2008

Client: Applied Materials, Bose Corporations, BP

- Determined a fit/gap in **SAP** and demonstrated **SAP** capabilities by managing current system architecture, roadmap, business processes, high-level requirements, and IT systems.
- Prepared fit-gap document, blueprint, functional spec, and configuration rational document. Implemented **SAP** CRM & SD for lead management, opportunity management, campaign management, order-to-cash & business partner.
- Configured pricing, incentive and commission management in CRM and interface with **VISTEX** for rebate and incentive price management. Mapped business processes using ARIS Tool.
- Managed a team of 6 in an onsite-offshore structure, including project activity management/monitoring, schedule/time/cost management, project delivery, delivery quality, activity and task management, performance measurement, and reporting.

*Environment: **SAP** 4.6C Testing Tool Used: Mercury Quick Test Professional 8.0, Test Director 8.0*

SAP SD Consultant | KIRLOSKAR BROTHERS LIMITED

02/2000 - 01/2004

- Integral in full cycle implementation using ASAP methodology, including plan, scope, design, development, and deployment. Performed fit-gap analysis, functional specification, and configuration rational document preparation.
- Configured system for Sales Order processing in ECC (SD) and the integration of SD module with MM, FI/CO, and PS Module.
- Conducted end-user training, unit testing, functional testing, profile testing, and load testing using QTP.

Dy. Brand Manager | EMCURE PHARMACEUTICALS LIMITED

05/1998 - 01/2000

- Headed product promotion and new product launch; collaborated with R&D in performing new product market analysis.
- Partnered with India's No1. market research group (IMBR) to analyze customer buying potential for specific products, market share, market penetration methodologies, and current & future market potential.
- Developed market strategies to support market growth; built field force competence, new market penetration, and need creation.

EDUCATION | CERTIFICATIONS

- Master's Degree in Business Administration (MBA) from VAMNICOM, Pune (1996-98)
- Master's Degree in Science (Chemistry) from Utkal University, Bhubaneswar, Orissa (1993-95)
- NetSuite ERP Certification ▪ NetSuite Administrator Certification ▪ NetSuite Financial User Certification ▪ NetSuite Analytics Certification (2020)
- NetSuite SuiteFlow (2019)
- Salesforce.com (SFDC) System Administrator

Professional Overview Continued

- SAP Hybris Cloud for Customer Certified
- SAP SD Certified ▪ SAP CRM Certified (Service & Sales) ▪ SAP MDM Certified ▪ ASAP Certified ▪ SAP TPM Trained ▪ SAP Solution Manager Certified
- PMP Certified
- Certified Engagement Management Director – Capgemini

PROFESSIONAL DEVELOPMENT

High Performer Leadership Program by Capgemini ▪ Six Sigma Green Belt Workshop, TCS ▪ B2B Marketing Strategies, XLRI ▪ Personal Growth through Self-Scanning & Personal Growth Lab, XLRI

Nilamadhaba Dash

- Austin, TX, US

Contact Information

- 8n3-w5d-ziq@mail.dice.com
- 4086605148

Summary

ERP Cloud Enterprise Solution || NetSuite ERP Cloud Solution || SAP Enterprise Strategy || Project Management || E2E Solution Architecture || Business Transformation || Cross-Functional Team Leadership || Continuous Process Improvement || Business Development || Seasoned solutions architect and IT Leader with more than 18 years of demonstrated success in managing global Enterprise SAP ERP Cloud implementation and support solutions. Proven success in managing 10+ customer engagements across various industry sectors. Excellent track record of providing hands-on guidance to cross-functional teams of IT experts, C-level decision makers, and key stakeholders in delivering substantial revenue, productivity, and quality improvements through well-managed projects. Implemented solutions for leading industry processes delivering high value and reducing Total Cost of solution Ownership (TCO). Adept in providing strategic thought leadership and subject matter expertise for multinational clients in implementation and support of SAP ERP Cloud Enterprise packaged solutions; implemented 5 complete project lifecycles and achieved 25+ solution go-lives. Able to take over failing projects, hit the ground running, and directly impact the bottom-line. Industry sectors: Consumer Product (CPG) | Hi-Tech | Media & Telecom | Service | Retail | Healthcare | Oil & Gas | Manufacturing Cross-Geography experience across US, Germany, Canada, India and Philippines in leading cross functional teams Competencies include: Strategic Planning & Execution || Customer Relationship Management (CRM) || Customer Service || Digital || SOA || ASAP || Interaction Center (CIC) || Cloud C4C JAM || Customer Engagement & Commerce (CEC) || Omni Channel || e-Commerce ISA ICSS || Mobility || Marketing || Business Analytics || PI || Sales & Distribution (SD) || OTC || Process Optimization || Integration || Pre-Sales || New Business Development || Risk Management

Work History

Total Work Experience: 25 years

- **Sr Solution Architect The Principal Consulting**
Jan 01, 2020
- **Sr Solution Architect Netsuite-Oracle**
Feb 01, 2017
- **SAP SD/CRM/C4C Solution Architect/Functional Lead**
Feb 01, 2009
- **SAP SCM/SD Functional Lead / Solution Architect Tata Consultancy Services**
Feb 01, 1998

Education

- **Masters** | VAMNICOM
- **Masters** | Utkal University

Skills

- abap
- business process
- customer relationship management
- enterprise resource planning
- erp
- idoc
- materials management
- pmp
- pre sales
- **sap** implementation
- **sap** mdm
- **sap** netweaver
- **sap** products
- **sap** r3
- **sap** solutions
- solution architecture - 24 years

- **implementation** - 20 years
- **sap** - 18 years
- **sap erp** - 18 years
- **configuration** - 15 years
- **business requirements** - 11 years
- **pricing** - 11 years
- **functional management** - 10 years
- **functional specification** - 9 years
- **order management** - 8 years
- **sd** - 8 years
- **sap sd** - 7 years
- **netsuite** - 3 years
- **crm** - 12 years
- **sap crm** - 11 years
- **qa** - 10 years
- **sap solution manager** - 5 years
- **sap c4c** - 2 years
- **salesforce.com administration** - 1 years
- **offshoring** - 11 years
- **onshore** - 11 years
- **integration** - 8 years
- **business partnership** - 9 years
- **production** - 9 years
- **fitgap analysis** - 8 years
- **ibm rational** - 8 years

Work Preferences

- Likely to Switch: False
- Willing to Relocate: True
- Travel Preference: 100%
- Work Authorization:
 - US
- Work Documents:
 - Have H1 Visa
- Security Clearance: True
- Third Party: True
- Employment Type:
 - Full-time
 - Contract - Independent
 - Contract - W2
 - Contract to Hire - Independent

- Contract to Hire - W2

Profile Sources

- linkedin: <http://www.linkedin.com/nhome>
- facebook: <https://facebook.com/nilamadhaba.dash.96>
- twitter: <https://twitter.com/dashnm>
- linkedin: <https://linkedin.com/in/nilamadhaba-dash-pmp-7702638>
- linkedin: <https://linkedin.com/in/nilamadhaba-dash-pmp-mba-7702638>
- Dice:
<https://www.dice.com/employer/talent/profile/f8debf8a02c26a4bd153a159481077ae>