**MY INDUSTRY**

* Telecom
* Food & Beverages
* Heavy Equipment’s

**MY SERVICE LINE**

* Oder to Cash **(OTC)** functionalities and special business processes
* **LE**/ Logistic execution processes.
* **EDI** Interfaces (850, 855, 856, 810)
* Customer Service (**CS)** / Service Management
* **Vistex**- Purchase Rebate and Billback Functionalities
* **SAP RAR** – Revenue Accounting and Recognition
* API and BAPI interfaces
* Contracts and Billing Plans
* Visit Plans & Visit Lists
* Product Allocation – one of the Availability check methods
* LIS / Info-structures
* MM/P2P functionalities
* Data migration – using Winshuttle & LSMW
* Documentation, testing and end user training

**MY TECHNOLOGY**

* SAP SD/OTC, LE, CS, Contracts;
* EDI Interfaces
* Vistex – Rebate Processing
* S4 HANA – Logistics (exposure and training)
* SAP MM/P2P

**MY EDUCATION**

* Masters in Business Administration (MBA)
* NIIT – Professional Diploma

Enterprise Resource Planning (ERP) professional with strong expertise in **SAP SD/LE** (Sales & Distribution) module. Played a **Solutions Architect** role in the delivery of end-to-end implementations, rollouts/deployments handled Support projects and provided consulting services to various clients across diversified industry verticals.

**Certified SAP S/4 HANA Sales 1809 – Application Associate** with 15+ Years of experience in SAP SD/OTC, LE, SM/CS includes 10+ full end-to-end implementations, deployments, and support projects.

Currently, working for Vistex Inc implementing Purchase Rebate and Billback Solutions. Worked in the **SAP- SD& CS** (Customer Service) module which includes Service and Contract Management. Experience in integration of cross-functional applications of SD with MM and FI/CO Modules.

Extensively worked on OTC related **EDI** Interfaces. Lead data migration activities from SAP-OTC for migration to ASC 606 standards using **SAP – RAR.**

* Currently, working for **Vistex Inc** as Vistex - Sr Functional Lead since August 2022
* Worked for **Apple Inc** in Austin, Texas through **Wipro Ltd** as Lead Consultant - SAP from Sep 2019 to July 2022 (2.10 years)
* Worked for **Avaya Inc** (Telecom Company), in Coppell, TX through Gyansys INC as Principal Consultant from Oct 2018 to Sep 2019
* Worked for **CONA Services INC** (Coca-cola IT division), Atlanta through Talent Logic INC as SAP Solutions Architect from August 2013 to Oct 2018 (5+ Years)
* Worked for **Kraft Foods INC** (through IBM India PVT Ltd) as a Principal Consultant from March 2010 to Sep 2012 (2.6 Years)
* Worked for **Cannberra** and **AllianceOne** International (CapGemini India Pvt Ltd) as consultant, from Jan 2007 to Nov 2008 through CapGemini (1.11 Years)

# TECHNICAL SUMMARY

* More than ten full life cycle implementations in SAP-SD/LE modules using ASAP, Agile and Waterfall methodologies. Also, worked on Roll-out/deployments and support projects in Sales and Distribution areas across clients in US and Europe.
* Two full E2E implementation of Vistex – Purchase Rebates and Billbacks process, which is very comprehensive requiring to read Purchase data, relevant sales data with the BOM parts and post the Deferral accordingly.
* Designed and configured end to end business processes in the OTC area which includes but not limited to: “bottler to bottler sales process, 3rd Party drop ship scenario, Long term rental contract process, Military Sales Process, Consignment Sales process, Co-packing etc.
* Designed and implemented OTC related **EDI and BAPI interfaces.** Setup several inbound and outbound EDI messages such as 850, 855, ASN and 810 Idocs.. Designed and implemented error-handling logic for processing the failed inbound 850 messages.
* Lead data migration activities from SAP-QTC (Quote to Cash) for migration to **SAP -RAR**

(Revenue Accounting and Recognition) for **ASC 606/IFRS 15** accounting standards .

* Designed integrated solutions with Industry specific solution of DSD (Direct Store Delivery) and FSV (Full Service Vending) sales processes which includes processing shipments on the HH and run Final Settlement Process.
  + Implemented Transfer pricing requirements for Kraft food INC, which was implemented successfully on 40 pricing procedures. It involves developing several new **pricing routines and requirements.**
  + Designed and implemented APIs to interface the visit plan data from the application directly into ECC.

**SAP Expertise**

* + Design, develop and implement Order to Cash (OTC) functionalities including Logistics Execution functionalities and Customer Service modules. Customizing knowledge in MM/P2P functionalities.
  + Designed and implemented OTC related **EDI interfaces: Inbound orders (850)** and **outbound messages : 855, ASN/856, 810.**
  + Customization experience in various areas of IMG activities of SD module such as Organization Structure, Order management, Logistics General, Logistics Execution, Billing and Global Settings.
  + Configuration experience of Basic Functions such as Pricing, Credit management, Contracts, Partner, Account, Material, Text and Output determinations. Also, worked on the Bill-of-materials (BOM)
  + Design and configuration experience of special business process in sales like Consignment stock processing, 3rd party ordering, Inter Company Sales processing, Intercompany Stock transfers (STO’s).
  + Designed enhancements in the sales order user exits to support change requests from the business such as – CHEP pallet determination logic, Sales Office override, Plant override, Line item Delivery Date and Plant consistency check, Delivery date determination logic etc
  + Configured new Pricing procedures to support the special business processes such as bottler to bottler sales, long term rental contract process which also includes billing plan setup and output Forms.
  + Configured Availability check using ATP and Product Allocation, which involves defining new info structures for the same. Designed product allocation upload programs to meet the business needs.
  + Setup end-to-end Product Allocation process for Kraft Foods INC – one of the Availability check methods, which includes Info-structure design and setup as per the business requirements.
  + Configured logistic execution processes such as Transportation scheduling which includes Route, shipping point determination and picking location determinations.
  + Expertise in Logistics Information Systems (LIS). Configured new info-structures for product allocation as per the business requirements.
  + Worked on Inbound and outbound EDI Idocs. Defined new output types and setup partner profiles for the same. Coordinated with the PI and B2B teams on any mapping change requirements.
  + Configuration knowledge of in the MM/P2P areas such as STOs and sub-contracting processes.
  + Worked on material listing, material determination, text determination and output determination with different transmission medium to support the business processes.
  + Expertise in data migration using LSMW and Winshuttle. Report generation with SAP queries, cross- functional integration with FI/CO, MM, and WM. Good Understanding of Reports, ABAP Dictionary Tools.

**ACHIEVEMENTS:**

* + - Received “Delivery Excellence” certificate for my contribution towards the Projects handled and performance in Support.
    - Received “Best Team Player” award from IBM while in support project.
    - College topper in MBA and the name on the honors board of the college.

**PROFESSIONAL EXPERIENCE**

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| **Vistex Inc; Client: Great Lakes Cheese Sr Functional Lead Consultant** | |
| **Industry: Food**  **Scope:** Vistex – Billback Process and Customer Rebates  **Duration:** March 2023 to July2023  **Role:** Vistex – Functional Lead | **RESPONSIBILITIES:**   * Responsible for E2E implementation of the Vistex solution right from leading the requirement workshops to Post-go live support. * Design and Configure Billback Agreement type to capture various rules for customer and distributor eligibility and benefit rules. * Configured Incoming Claims from Distributors, Billback types, Header and Item Criteria. * Designed and Configured the Claim Validations that include Item Rejection reasons, Action Code and Adjustment Codes. * Configured Account Assignment, Accrual profiles, Settlement profiles, Posting Profiles for required postings to FI / CO from Billbacks/Claims. * Configured Agreement Type for Expected Accruals with rules for Billback, Broker Commission and Customer Rebates process all in one Agreement. This also includes Calculation procedure configuration and Calculation Bucket Config and **Transaction Calc Run configuration.** * Configured the pricing procedure to allow posting of statistical Internal Accrual conditions to accounting through Claim posting. * Configured **Deduction process** to adjust the claim amount against the invoice and post the clearing balance to the accounting. |

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| **Vistex Inc; Client: Simplot Animal Health Sr Functional Lead Consultant** | |
| **Industry: Animal Sciences**  **Scope:** Vistex – Purchase Rebates and Billback Process  **Duration:** Aug 2022 to Feb2023  **Role:** Vistex – Functional Lead | **RESPONSIBILITIES:**   * Responsible for E2E implementation of the Vistex solution right from leading the requirement workshops to Post-go live support. * Design, Config and implementation of Vistex – Purchase Rebate solution for Simplot Animal Health business. * Comprehensive project that includes various PR programs requiring to read Purchase data, Sales data with BOM and Deferral posting. * Configured Purchasing rebates Agreements with multiple rules to cover the various PR programs. This includes configuration of extension fields to capture the **Rebate Source**- if it needs to read Purchase data vs. Sales data; **Period Profiles** to allow postings at various intervals – Monthly / Quaterly/Annual etc ; **Driver Functionality** – to identify and create the Calculation buckets for various PR programs. * Configured, developed, and implemented **Composite model** for the Accrual and Settlement amount calculations as required by the various PR programs which involved Purchase Targets and Witheld Rebate amounts into consideration etc. * Designed and implemented **Deferral Posting** process as per the actual sales invoices to post the revenue from “Contra to Inventory” account to “Revenue Account” |
| **Apple Inc** | |

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| **SAP SD – Lead Consultant** | |
| **Industry: Telecom**  **Scope:** SAP - Service Management, Contract Management, Sales and Distribution  **Duration:** Sep 2019 to July2022  **Role:** SAP SD – Lead Consultant | **RESPONSIBILITIES:**   * Responsible for design and implementation of the AppleCare projects in space of Contract Management and Service Management. * Customization in the Service Management and Repairs process that majorly includes Service Notifications, Service Order and Repair Orders * Configuration of SD Revenue recognition/contract creation. Time service based revenue recognition. * EDI integration with the insurance partners to communicate AppleCare Theft and Loss events * Pricing and Rebate setup and integration with FI on the Rebate settlement process. * Partner with the Business Process Owners and Business Leadership on the design, build and execution of SAP projects. * Prepare BRR (Business Requirement Report), FSD (Functional Specification Document) and training documents for all new change requests. * Prepare test cases and test plans required to test the functionality; Perform System integration, Functional and Regression testing for the applications supporting Quote to cash and Finance business functions. |

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|  | **Avaya Inc**  **SAP SD – Principal Consultant** | |
| **Industry : Telecom**  **Scope :** RAR Implementation and Data Migration  **Duration :** Since Oct 2018  **Role : SAP SD – Principal Consultant** | | **RESPONSIBILITIES:**   * Design, perform configurations and implement solutions in SAP Sales and Distribution, Logistics Execution areas and SAP-RAR (Revenue Accounting and Recognition) process as per the business requirements. * Customize applications in SAP Sales and Distribution to support RAR Migration: this includes but not limited to: SAP – Document type config, Item category configurations, Pricing, Billing, new custom fields to support RAR Process, enhancements to standard SAP program using user exits etc. * Partner with the Business Process Owners and Business Leadership on the design, build and execution of SAP projects. * Lead data migration activities from SAP-QTC (Quote to Cash) for migration to SAP -RAR for **ASC 606/IFRS 15** accounting standards * Write functional and technical specification documents to develop reports that help with data extraction and migration to new ASC 606 standards. * Report and Co-ordinate with business teams on the Customer, Material Master updates and Data Cleanse activities that are required to be performed on the SAP- QTC (Quote to Cash) documents such as Sales orders, Contracts for smooth migration to   RAR: this includes but not limited to developing reports using SAP |

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|  | | Queries, load data using tools such as LSMW and Winshuttle.   * Provide pre and post validation reports and analysis of the documents that are migrated to SAP-RAR ACS 606 * Prepare test cases and test plans required to test the functionality; Perform System integration, Functional and Regression testing for the applications supporting Quote to cash and Finance business functions. |
|  | **Coca-Cola Refreshments**  **SAP SD – Solutions Architect / Sr Business Analyst** | |
|  | **Industry :** Foods & Beverages  **Environment :** ECC 7.0  **Scope :** Implementation, Deployment and Support  **Duration :** Aug 2013 - To Date  **Role :** Solutions Architect / Sr Business Analyst/ | **RESPONSIBILITIES:**   * Solution Architect role which includes gathering requirements, detailed analysis of the Business processes, identifying the gaps and prototyping optimal solution to meet the business requirements. * Configured system for multiple sales order, delivery, and billing types, along with item categories, schedule line categories, copy controls, incompletion procedures, Partner functions, Text and Output determination etc. * Designed and implemented OTC relevant business processes such as bottler to bottler sales, Long-term rentals contracts, 3rd party drop ship scenarios, Military Sales process etc.. * Configured system to send and receive **EDI Inbound (850**) and Outbound messages such as 855(**Order Confirmation**), 856(ASN) and 810 (EDI Invoice) considering the DSD(Direct Store Delivery) process. * Designed and implemented BAPI interface on inbound orders and outbound messages to CAS, Spring and SOE system which in turn is connected to SFA devices. Also designed and implemented API interfaces to capture visit plan data directly into ECC. * Designed and implemented the error handling logic to process failed Inbound order messages. Designed online reporting tool for the end users process/view the failed idocs * Configured the system for transportation scheduling process which includes route, shipping point and picking location determinations. Support LEO optimization tool that plans route and load optimization for all DSD deliveries. * Worked on billing plan setup and configured **new pricing procedures** including the pricing routines to support the business processes. Work/support Vertex team on the tax determination. Work with FI and COPA teams on the Revenue account determination and COPA postings * Setup Material Determination, Listing/Exclusion techniques and special delivery block logic to support business process * Configured Text and output determination processes with various modes of transmission and designed relevant output forms. |

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|  | * Configured new billing types for Billing Adjustments for Credit and Debit Memos as per the Business requirement * Configured Visit Plan types for delivery date determination and customer visits. * Designed Visit Plan upload program to make mass updates to Visit plan records which are relevant to customer and Full Service Vending visits. * Working in a highly integrated process environment where LEO Planning, Shipment involving the DSD process and settlement are in place. * Prepare BRR (Business Requirement Report), FSD (Functional Specification Document) and training documents for all new change requests. * Played a key role in deploying the solution to other bottlers – which would include configuration, enhancements as per their specific requirements and data loads using LSMW or Winshuttle etc. * Perform technical cutover activities, support business for UAT and BCO activities, demo and train the business on all new processes * Extend support to the support team on all the Non-Routine changes, enhancements and critical issues in the areas of OTC |

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| **Kraft Foods Inc. – Europe** | **SAP SD Principal Consultant** |
| **Industry :** Food & Nutrition  **Environment :** ECC 6.0  **Scope :** Implementation (Project D1 – Cadbury integration into Kraft)  **Duration :** Nov 2011 – Sep 2012  **Role :** Principal Consultant | **RESPONSIBILITIES:**   * Role includes gathering requirements, detailed analysis of the Business processes and prototyping optimal solution to meet the business requirements. * Implemented Transfer Pricing scenario during Cadbury Integration. This has been done for 40 pricing procedures keeping in view of the different sales processes. Highly integrated with FI module * Developed several new **Pricing routines** to get the transfer pricing logic in place. * Developed ABAP interfaces for Profil System. Which involves BOM, Order & Invoice file extractions from SAP to Profil System * Configured Product Allocation setup for Belgium, Netherlands & Germany Countries. * Developed upload programs for Product Allocation – Planning Hierarchy Data & Planning Forecast data. |
| **Kraft Foods INC – Europe.** | **SAP SD Principal Consultant** |
| **Scope :** Support with Enhancements  **Duration :** Mar 2010 – Nov 2011 | **RESPONSIBILITIES:**   * Extending support to the Users for their daily issues in the area of OTC on Order Management, Pricing, Outputs, Distribution, billing/invoicing * Configuration modifications as per changing requirements and |

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|  | providing Functional specifications to ABAP programmers for new developments.   * Handling Non-Routine changes, enhancements and critical issues in the areas of OTC including EDI interface issues |

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| **Cannberra – IL, USA & Alliance One International SAP SD Consultant** | |
| **Industry :** Heavy Equipment’s  **Environment :** ECC 6.0  **Scope :** Roll Out and Support **Duration :** Jan 2007 – Nov 2008 **Role :** SAP Consultant | **RESPONSIBILITIES:**   * Extended Order Management OTC functionalities to European countries – France & Germany. * Configured new Pricing Procedures and Sales deals as per the business requirements * Co-ordinated and provided the Functional Specs to developers on the development of new reports. * Supported during the cut over activities by uploading certain Customer, Material and Sales order data using LSMW. * Provided post production support in fixing any issues raised. * Responsible for timely resolution of issues in related to configuration on any new developments. |