Sap Modules

“Based on my ERP, data analytics, and reporting experience, the SAP modules I would first focus on are **WM/EWM and MM**. While working with Herbst ERP, I was trained in sales, accounts, warehouse, and procurement modules. I added new products and managed pricing updates, maintained safety stock levels to trigger procurement alerts, and supported warehouse teams with stock counts while ensuring products were scanned in and out correctly to maintain an accurate inventory system.

For my **long-term career goals**, I aim to focus on **IBP**, as it aligns with my interest in supply chain and Lean Six Sigma. This will allow me to work on demand planning, process optimization, and operational improvements, helping me contribute to Apple’s supply chain efficiency and continuous improvement initiatives.”

Tell me about a time you had to manage multiple tasks with tight deadlines. How did you prioritize?

While working at FJS, we were migrating from the existing database to a new ERP system, and at the same time I needed to relocate to Cork, so I informed management three months in advance; I was responsible for leading the ERP implementation project, gathering requirements from procurement, sales, and production, while still managing my day-to-day tasks, so I structured my day carefully by focusing on ERP meetings and requirement gathering from 9:00 to 11:30 AM, and handling regular responsibilities and ad-hoc requests from 11:30 AM to 4:00 PM, prioritizing tasks based on urgency and impact, and communicating regularly with stakeholders, which allowed us to successfully integrate the new ERP system on schedule, trial it for two weeks, and ensure it ran smoothly before my relocation.”

Describe a situation where you had to juggle conflicting requests from different teams. How did you handle it?

While working at FJS, the procurement team and management were preparing for a meeting with a key supplier to discuss product pricing, discounts, new products, and marketing collaborations. I was tasked with preparing a Power BI report showing total sales, scaled prices, margins, and sales distribution across retail, trade, and commercial channels to support the discussion. During this, a salesperson urgently requested updates to product prices and the addition of new products to the system, with a tight deadline of 30 minutes, while the supplier meeting was starting in 45 minutes. I quickly assessed priorities and asked the salesperson to coordinate with procurement to get the latest supplier prices, as adding them to the system would be faster once the data was available. This allowed me to complete the presentation on time, and once the sales updates arrived, I added them immediately. By prioritizing tasks and coordinating effectively, I successfully managed both requests efficiently and ensured timely delivery for the meeting.”

Can you give an example of balancing reporting and operational tasks simultaneously?

While working at FJS, most of my days involved balancing reporting and operational tasks simultaneously. I prepared sales, inventory, and fleet reports in Power BI for the procurement and administration teams to support day-to-day operations, and occasionally created additional reports for management or supplier meetings. At the same time, I handled operational tasks such as coordinating with suppliers for updated prices, booking fleet services, raising and resolving IT support tickets, and other ad-hoc requests. Managing these responsibilities daily strengthened my ability to **prioritize tasks according to deadlines**, enhanced my **time management**, and improved my **operational and multitasking skills**.

Can you give an example of **identifying a problem in a process** and fixing it?

When I started at FJS, I was tasked with resolving an issue of missing items for production, which was negatively impacting customer satisfaction. The root cause was poor coordination between departments, primarily sales and procurement, regarding updates on drawings and changes to items. To address this, I added each sales request to **ClickUp**, a project management tool, and created tasks for each department so that any updates or minor changes would notify the relevant teams automatically. I also set up alerts for each task to ensure nothing was missed. Additionally, I automated the creation of purchase orders from the database, enabling the procurement team to order products without missing items. These changes improved operational efficiency, enhanced coordination between departments, and ultimately increased customer satisfaction

Describe a situation where you had to analyze ERP data to solve an operational issue.

At FJS, we encountered an operational issue where a 5-door was reported missing from a job, even though the sales docket showed it had been delivered and the product was scanned into the system. Upon investigating the ERP, I discovered that the warehouse operator had mistakenly scanned the item out for another job, and the production team had placed it aside, luckily without any damage. To prevent this from happening again, I created a detailed report for each job showing the received products, which allowed the warehouse and production teams to track items accurately and avoid repeating the mistake. This solution improved operational accuracy and minimized errors in the ERP process.

While working at FJS, I noticed frequent delays in procurement because product pricing in the ERP was not consistently updated; after analyzing the data, I identified mismatches between supplier invoices and system records, so I created a process to regularly review and update pricing, set safety stock limits with alerts, and streamline purchase orders, which reduced delays, prevented stockouts, and improved supplier coordination.

Tell me about a time you found an **error in inventory or reporting** and how you addressed it.

At FJS, I once found an error in the inventory where a product was showing as delivered in the ERP system, but the production team reported it missing. After investigating, I discovered that the warehouse operator had accidentally scanned the item out against the wrong job, which created the mismatch in reporting. I quickly traced the error, located the product in the warehouse, and ensured it was reassigned correctly to the right job. To prevent similar mistakes, I introduced a job-level report in Power BI that showed the exact items received and allocated for each job. This not only improved visibility for the warehouse and production teams but also reduced scanning errors and increased overall inventory accuracy.

Give an example of when you **improved a process** at work using data.

At FJS, I noticed frequent stock discrepancies where the ERP showed available inventory, but production teams still reported shortages. I extracted ERP data and analyzed stock movement in Power BI, which revealed that slow-moving items were overstocked while fast-moving SKUs frequently ran short. Based on this analysis, I suggested adjusting reorder levels and implementing a monthly stock review dashboard. As a result, procurement started ordering more accurately, stockouts were reduced, and production delays decreased, improving both efficiency and customer satisfaction

How have you **used analytics or ERP systems to optimize operations**?

In my role at FJS, I regularly used **Herbst ERP and Power BI** to optimize day-to-day operations. For example, I analyzed procurement and sales data to identify patterns in supplier lead times and customer demand. This helped me highlight where delays were causing production bottlenecks. I built Power BI dashboards to track inventory turnover, fleet availability, and sales performance across retail, trade, and commercial channels. By sharing these insights with procurement and management, we adjusted order cycles, improved supplier coordination, and scheduled fleet servicing more efficiently. This reduced stockouts, minimized downtime, and improved overall operational efficiency.

**1. Tell me about a time you had to learn a new system or tool quickly.**  
When I joined FJS, I had no prior experience with the **Herbst ERP system**, which was critical for managing sales, procurement, and inventory operations. I quickly familiarized myself with the system by exploring test data, shadowing colleagues, and using available documentation. Within a short time, I was not only comfortable with day-to-day transactions but also able to support tasks like data migration, supplier order processing, and sales reporting. This adaptability helped me become productive much faster than expected.

**2. Describe a situation where you had to adapt to a new process or software with minimal guidance.**  
At FJS, the management decided to introduce **ClickUp as a project management tool** to improve coordination between sales, procurement, and production teams. I was asked to set it up and train others, but there was minimal guidance available. I learned the tool independently, set up tasks and automated alerts for inter-department communication, and rolled out a process that ensured updates on design changes and order adjustments were visible to everyone. This reduced miscommunication and missing items in production, improving both efficiency and customer satisfaction.

**3. Have you ever had to pick up a new module or technology to complete a task? How did you handle it?**  
Yes — when I was tasked with building **sales, inventory, and fleet reports in Power BI**, I had to learn how to connect data from the ERP system, clean and transform it, and create dashboards that would be useful for management decisions. Initially, I had limited Power BI knowledge, but I quickly picked up the required skills by practicing with real datasets, referring to online tutorials, and testing different visualizations. Within a short time, I was able to deliver interactive reports that highlighted KPIs such as sales by channel, fleet utilization, and inventory turnover. These insights supported both operational and strategic decision-making.