
KIRAN SHARMA | SAP SD S/4 HANA CONSULTANT

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PROFESSIONAL SUMMARY

Energetic IT Professional with 4+ years of experience in IT, seeking a challenging and progressive career with an esteemed Organization, where I can utilize and enhance my current skills and strengths in a way that align to Organizational Goals and Objectives.

CORE COMPETENCIES

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|--------------------------------------|--------------------------------|
| ✓ SAP Sales and Distribution Module | ✓ Consignment Sales Processing |
| ✓ SAP S/4 HANA | ✓ Third Party Order Processing |
| ✓ SAP Implementation Guide | ✓ Stock Transport Orders |
| ✓ LSMW & MASS Upload Functionalities | ✓ Advance Payments Processing |

PROFESSIONAL EXPERIENCE

- In-depth understanding and experience on SD functional modules.
- Thorough understanding of cross functional applications and integration with other modules like FI, MM & PP.
- Experienced in setting up and customizing the necessary configurations in SAP IMG to align with the business requirements.
- Worked on special business processes like Third party sales process and Intercompany sales process.
- Worked extensively on Pricing Configuration compromising on condition tables, condition types, access sequence and pricing procedure.
- Worked extensively on Consignment sales process including consignment fill-up, consignment pick-up, consignment issue and consignment returns.
- Maintained and uploaded different business partners, customer masters, material masters and pricing condition records using LSMW and MASS upload functionalities.
- Well-versed in additional SD business processes such as Consignment Sales Processing, Third Party Order Processing, Stock Transport Orders, Intercompany Sales Processes.
- Proficient in customizing different sales orders such as Standard Sales Order, Rush sales order and Cash sales order.
- Working knowledge of different Sales document Types, Item Categories, Schedule Line Categories, and their automatic determinations in the sales order processing for various client processes in different industries.
- Worked on Shipping point and route determinations.
- Additionally, I provide solutions to clients and end-users for runtime errors based on the severity of the issues. I also monitor and report on weekly and monthly status calls.
- Self-starter with a positive attitude, always willing to learn new concepts. I regularly interact with different users, such as key users and core users, to identify and resolve issues without disrupting existing processes.

EDUCATION

- B.E (Computer Science and Engineering) from Anna University with 65%
- Intermediate with 66%
- Secondary School Certificate with 77%

Projects

Client: INOCHEM

Role: SD Consultant

Project Type: Production Support

Company: QCloud

Duration: Jan 2024 - Till Date

Client Profile: Inochem specializes in the production and distribution of chemicals, primarily serving industries like manufacturing, agriculture, and pharmaceuticals. They offer a range of chemical products, including specialty chemicals, additives, and raw materials, aimed at improving the efficiency and performance of their clients' operations.

Responsibilities:

- Reviewed and analyzed Business Requirement Documents (BRD) to assess and clarify client requirements.
- Adhered to Service Level Agreements (SLAs) to ensure timely completion of development, quality assurance, and production deployment.
- Configured Advanced Payments (Milestone Billing), including setting up billing plan types, date descriptions, categories, and assigning billing plans to sales document types and item categories.
- Drafted proposals for integrating SD with MM and FI to enable automatic PR generation.
- Collaborated closely with the ABAP team to develop logic for automatically populating Sales Orders, Deliveries, and Billing forms using data from actual transactions.
- Configured new sales districts, item categories, and sales document types based on user requirements and business needs.
- Executed all cutover activities related to the implementation of Sales and Distribution, including loading customer master data, open sales orders, open deliveries, and initial stock for delivery processing.
- Managed complete documentation related to SD configuration, process design, user guides, and training materials to support knowledge transfer and smooth go-live.
- Configured end-to-end Sales Order Processing, including Inquiry, Quotation, Sales Orders, Delivery and Billing as well as pricing procedures, output determination, and partner determination.
- Developed custom Z-Reports for the Order-to-Cash (OTC) process to optimize reporting and data insights.
- Configured 'Free of Charge' billing up to the invoice phase to streamline processes for specific customer transactions.

Client: NAMA Chemicals

Role: SD Consultant

Project Type: Production Support

Company: QCloud

Duration: Jan 2024 - Till Date

Client Profile: Nama Chemicals develops, manufactures, and markets a wide range of industrial chemicals used across various sectors such as construction, electronics, automotive, and textiles.

Responsibilities:

- Handled maintenance and enhancement change requests (CRs) raised by business users and process owners, ensuring timely resolution and adherence to quality standards within the support environment.
- Supported and maintained custom reports such as Order to Cash (O2C) and ZBILL report, including logic adjustments and coordination with the ABAP team for issue resolution or enhancements.
- Assisted in maintaining and supporting the integration with Saudi ZATCA for e-Invoicing, including resolving XML validation issues and coordinating with technical teams.
- Monitored the impact of implemented changes on existing functionalities, proactively identifying and resolving any side effects or system inconsistencies through regression checks and user coordination.
- Participated in weekly client status calls to discuss open issues, ticket status, and progress on ongoing change requests; provided daily updates on task assignments and completion status to the support lead.
- Worked closely with the ABAP development team to translate business requirements into technical solutions, including support for custom logic implementation in reports, forms, and enhancements.

Client: SENSATA

Role: SD Consultant

Project Type: Production Support

Company: Center Systems Limited

Duration: Apr 2022 - Dec 2023

Client Profile: Sensata Technologies is a leading industrial technology company that develops sensors, sensor-based solutions, including controllers and software, and other mission-critical products to create valuable business insights for customers and end users.

Responsibilities:

- Understanding the client business processes and providing process consulting for all the users/core users.
- Analyzing errors and preparing end user documentation related to sales order, delivery order and billing document and various business processes
- Handled different issues related to Sales Document Types, Pricing, Billing, Free Goods and Material Determination.
- Configured revenue account determination procedure and maintained required VKOA settings to determine right GL accounts for the required key combinations.
- Training the users on new functionalities of sales documents and Facilitating unit testing & integration testing.
- Defined and assigned shipping points and Worked on Shipping point determination, Route determination.
- Worked on issues related to various Billing documents that included Invoice generation, Credit Memo, Debit Memo, Billing plans.
- Preparing end user documentations and training them continuously through screen sharing and zoom calls and make sure that they understand how SAP works to make them avoid day to day simple mistakes which are very important
- Customized condition types related to base price, discounts, surcharges as requested by business from time to time.
- Involved in Preparation of test plans and test cases for Unit and Integrations Testing.
- Worked on issues related to third party sales process and Intercompany sales.
- Worked on Listing and exclusion of materials according to the company strategy using Material Listing and Exclusion.
- Solving End Users problems involved in areas like pricing, Master Data, delivery related issues.
- Worked on issues related to free goods determination, and revenue account determination.

Client: BALVINOX

Role: SD Consultant

Project Type: Implementation

Company: Center Systems Limited

Duration: Nov 2021 - Apr 2022

Client Profile: Balvinox manufactures polished stainless steel piping equipment and supplies stainless-steel valves and fittings for the food and pharmaceutical industries.

Responsibilities:

- Tested every scenario during unit testing and in the quality server, tested multiple cycles of integration testing, ensured UAT sign off before go-live.
- Tested end to end cycles Involving and integration testing involving other modules like MM and FI for cross functional topics.
- Configuration of material determination, copy controls, listing & exclusions, batch determinations and delivery item categories.
- Worked on output determination and issues related to forms and print programs for outputs.
- Worked on consignment sales process including fill up, issue, pick up and return transactions for various business scenarios.

- Configuration of material determination, copy controls, listing and exclusions, batch determinations, delivery item categories etc.,
- As a consultant worked on all the phases of implementation for Sales & Distribution using activate methodology.
- Customized IMG settings for various sales documents: quotations, inquiries, sales orders, cash sales, rush orders, standard orders, consignment orders, deliveries, billing, invoices, pro-forma invoices, return processes.
- Configuration of Free Goods Determination, Material Determinations, Listing, and exclusion including its test cycles.
- Involved in Configuration of Inquiry, Quotation, Sales Order, Billing, and Delivery documents and worked on all the relevant test cycles.
- Configuration of Pricing Procedure, Condition Table & Types, Access Sequence, Assignments, and configuration of Rebate Processing.
- Configured Credit Management and Setting up simple credit check and ACC.
- Defined and Assigned Item Category and Schedule Line Category for all business processes as per the requirements.
- Defining and assigning Number Ranges for Sales, Delivery and Billing documents.
- Configured new sales area, plant, shipping point, & all assignment, new sales document types, Item categories, Scheduling line categories, Delivery types, Delivery item categories

Client: NITTO KOHKI

Role: SD Consultant

Project Type: Production Support

Company: Center Systems Limited

Duration: Dec 2020 - Nov 2021

Client Profile: Nitto Kohki is a world-renowned designer and manufacturer of high-tech components, tools and machines. Specialises in Air Pumps, Air Blowers, Vacuum Pumps, Liquid pumps, Power Tools, Machine Tools, Air Tools, Electric Tools, Magnetic Based Drilling Machines and Assembly Screwdrivers.

Responsibilities:

- Worked on various types of billing documents to calculate service & other charges, and made all credit related settings of order block, delivery block, etc., in the system.
- Worked on Configuration of special business process like Consignment Process, Third party and BOM.
- Uploaded condition records using LSMW for different condition types based on the source data provided by the business as part of month end activities.
- Worked on Special Sales Processes like Consignment Sales and third-party scenarios
- Worked on issues related to shipments, routes, schedules, pricing and other client processes.
- Maintaining documentation for issues and problems already resolved to track them for future references.
- Discuss regularly with process owners to evaluate and suggest improvements in processes that will enhance the business as well as SAP functionalities.
- Involved in review of technical specifications in order to develop reports and supporting the technical team with the functional logical understanding.
- Worked on the issues and change requests related to various client processes. Ex: Third party process, consignment process, MTO and stock transfer processes.
- Coordinating with other Functional Consultants in solving the integration issues.
- Training the users on new functionalities of sales documents and Facilitating unit testing & integration testing
- Defined and assigned shipping points and Worked on Shipping point determination, Route determination.
- Resolving End Users problems and suggested improvements in areas like pricing, Master Data, delivery related Issues, Material Determination process, Batch determinations
- Worked on issues related to sales orders, shipping, billing and change requests for output types.