# Suhas Rambhau Gund

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**SAP SD and Logistics Execution Consultant with 12+ years of experience in global SAP implementations, rollouts, and support projects. Targeting a functional lead role to drive S/4HANA transformations, streamline business processes, and lead cross-functional teams in delivering high-impact SAP solutions.**
**Pharma Sales Domain Experience- Ranbaxy Laboratories: Sep'12 – Jan'13 | Abbott Pharmaceuticals: Jun'11 – Aug'12**

## PROFILE SUMMARY

- **Strategic SAP SD/LE Consultant** with global experience in SAP S/4HANA and ECC environments, specializing in complex Order-to-Cash (OTC), outbound logistics, billing, EDI/IDoc integrations, & cross-functional process optimization across FMCG, pharma, automotive, & chemicals sectors.
- **Leadership in Delivery & Solution Design**: Led end-to-end implementations, 4 global rollouts, and 1 ECC-to-HANA migration as SD Team Lead for 3.6 years; skilled in managing 10+ member teams across client geographies (Japan, India, Vietnam) and delivering high-quality SAP solutions aligned with business KPIs.
- **Project Management & Agile Expertise**: PMP® and Certified ScrumMaster with hands-on experience driving SAP Activate and Agile methodologies; successfully orchestrated UT1/UT2 phases, scope definition, test planning, and user sign-offs with clear documentation and stakeholder alignment.
- **Process Excellence & Innovation**: Designed 25+ Solution Index documents, developed workflows for SD automation (e.g., credit/debit note approval, billing legal compliance), and built business-critical features like returnable packaging, consignment, plants abroad, and sales order governance using BADI/User Exits.
- **Proven Track Record in Automation**: Delivered impactful automation for E-invoicing, E-waybill, & EDI integration (e.g., Nestle, Reliance), resulting in 35% improvement in sales order fill rate & enhanced invoice processing efficiency through middleware & SmartForms enhancements.
- **Cross-Module Functional Expertise**: Adept at integration with MM, FI, EWM, and basic TM; enabled collaborative delivery through coordination with ABAP teams, business analysts, and global stakeholders; consistently delivering scalable solutions for clients like Prima Ham, FrieslandCampina, Adani, and Volkswagen.

## CORE COMPETENCIES

- SAP S/4HANA Sales & Distribution
- Order-to-Cash (OTC) Optimization
- Custom Enhancements & User Exits
- Digital Invoice & E-Way Bill Automation
- Global Implementation & Rollout
- Cross-Functional Team Leadership
- Test Strategy & Execution (UT1/UT2)
- Stakeholder Engagement & Client Handling
- SAP Activate Methodology
- EDI & IDoc Integration
- Integration with MM, FI, TM, EWM
- Business Process Reengineering

## CERTIFICATIONS & EDUCATION

- **PMP® – Project Management Professional** Certification ID: 3631052 | Valid Until: **August 2026**
- **Certified ScrumMaster (CSM)** Certification ID: 001519658 | Valid Until: **May 2025**
- **SAP Certified Associate – SAP S/4HANA Sales 1909**
- **SAP Certified Associate – SAP SD (Sales and Distribution)** Certification ID: 0009917088
- **Working knowledge of SAP TM (Transportation Management)**
- PGDM – Post Graduate Diploma in Management in Marketing
- Bachelor of Pharmacy (B. Pharma.)

## WORK EXPERIENCE

**Fujitsu Consulting India Pvt. Ltd. | Domain Architect (SD Lead) | January 2025 – Present | Pune, India**
**Project 1: Sekisui Global – S/4 HANA Implementation**
**Role**: SD Lead | **Duration**: Jan 2025 – Present | **Current Phase**: UT2 (User Testing 2) | **Team Size**: 10 Consultants
**Project Goal**: Seamless rollout of the S/4 HANA ERP landscape

- Led SD stream in **UT1 and UT2 testing phases**, ensuring complete alignment with project scope, deliverables, and timelines.
- Defined, planned, and executed **comprehensive test scenarios** with 100+ test cases covering: Sales order creation, delivery processing, billing, credit block scenarios, and output forms.
- Coordinated **test script preparation, execution**, and defect tracking while ensuring **100% traceability and signoff** from core business users.
- Managed **test data lifecycle & version control** through Box folder repositories; ensured audit-ready documentation & approvals.
- Validated business-critical configurations like **pricing procedures, condition records, tax logic**, & partner functions across multiple order types.
- Conducted end-to-end **interface testing** of EDI/IDoc flows for sales and billing using **ORDERS05, INVOIC02**.
- Collaborated with ABAP teams to validate **custom enhancements, user exits**, and **SmartForms** ensuring accurate print outputs and business rule implementations.
- Led team coordination and task delegation ensuring smooth execution and **cross-module collaboration** (MM, FI, ABAP).
- Ensured all print outputs and business scenarios were covered with detailed **test evidence and user signoffs**.

### Project 2: Prima Ham – Greenfield S/4 HANA Implementation
**Role**: SD Lead | **Duration**: Nov 2021 – Dec 2024 | **Team Size**: 12 Consultants (India GDC)
**Project Goal**: End-to-end Greenfield SAP S/4 HANA implementation

- Directed **Explore phase workshops** with cross-functional teams and Japanese BSEs to capture business requirements and convert them into English documentation.
- Created and maintained **25+ Solution Index (SI) documents**, covering diverse SAP SD processes such as: STO (Stock Transport Orders), Third-party Sales, Rush Orders, Consignment Processes, Quota Sales, Returnable Packaging, and Plants Abroad Scenarios.
- Built foundational SD configurations including: **Sales document types, pricing procedures, billing types, tax setups, and output controls.**
- Defined and coordinated **RICEF objects** with technical teams to support solution deployment.
- Designed and integrated **interfaces for SAP-SAP and SAP-Non SAP systems** involving custom transaction codes, BAPIs, and user exits.
- Played a key role in **cross-module collaboration**, supporting module leads and contributing to design consistency and completeness.
- Led development of **custom enhancements**, including:
  - **Sales order approval workflows** for credit/debit notes.
  - **Deletion prevention logic** for order items based on user authorization.
  - Enhanced **billing document output layouts** for compliance with legal and customer-specific needs.
  - Developed **custom ALV reports** for detailed sales analysis across product categories and regions.

### IBM India Pvt. Ltd. | SAP S/4HANA Package Consultant | Aug'19 – Nov'21 | Pune / Ahmedabad, India
- Implemented e-invoicing and e-way bill automation projects for Adani Wilmar.
- Established integration between SAP and IRP portal middleware, including schema file logic for multiple invoice and customer types.
- Automated generation and printing of signed QR codes and IRN on invoice outputs.
- Developed EDI automation for contract creation for clients such as Reliance, Mondelez, and Nestle, leading to a 35% increase in sales order fill rate, improved revenue, and on-time delivery.
- Automated shipment notification processes linking SAP invoices with middleware systems.
- Created user manuals and test scripts to aid end users.
- Managed a 6-consultant team supporting EDI, e-invoice, and airport sales automation developments.

### Capgemini India Pvt. Ltd. | SAP S/4HANA Consultant | Feb'17 – Jul'19 | Pune, India
- Led SAP S/4HANA implementation for FrieslandCampina Russia OPCO business migration and rollout.
- Mapped and migrated complex OTC sales processes, including STO, cash sales, rush orders, rebate processes, retail sales, and specialized dairy product sales.
- Implemented organizational structure and business processes consistent with legacy PE1 ECC system.
- Delivered key customizations and supported hypercare phase ensuring smooth business operations in the new SAP environment.
- Worked with a team of 12 consultants on the Summit 2019 S/4HANA POC project.

### CSC India Pvt. Ltd. | Associate Application Delivery / Shared Support Consultant | Jul'14 – Jan'17 | India / Middle East / Kuwait
- Supported multiple clients including Kluber Lubrication (Bangalore), Mezzan (Kuwait), HR Johnson (India), and AMICO (Middle East).
- Developed and enhanced smart forms with output determination.
- Designed and implemented pricing procedures, routines, and GL account determination for special materials like free goods and display materials.
- Automated sales order to delivery to invoicing processes through Excel file uploads.
- Managed copying controls across various sales documents including orders, deliveries, returns, credit memo requests, and credit memos.
- Delivered daily L1 and L2 support for Volkswagen Pune plant, raising & resolving tickets via SolMan, & supporting core users with issue resolution.

### Volkswagen India Pvt. Ltd. | Officer ITP | Mar'14 – Jul'14 | Pune, India
- Supported multiple users on daily issue as L1 and L2.
- Conduct new user trainings.
- Raising tickets and change requestes in solman and getting it's solved with IBM support.

## 🏆 ACHIEVEMENTS

- Successfully led the implementation of a comprehensive testing strategy, increasing testing efficiency by **70%** and reducing project timelines.
- Increased sales order fill rate by **60%** through EDI automation implementation, boosting revenue and ensuring timely deliveries.
- Developed a user-friendly Eway bill cockpit, reducing manual efforts by **90%** and significantly improving operational efficiency.
- Reduced processing time for E-invoicing by **75%** by establishing automated workflows, enhancing overall productivity.
- Received star and EA division award in Fujitsu FY24 for Prima Ham project.
- Received award from PM for on time project delivery in IBM.

## *"PLEASE REFER ANNEXURE FOR PROJECT & CLIENT DETAILS"*

**ANNEXURE:**

**On-site client handling exposure:**

| Client Name | Company Name | Project work details | Duration | Critical Developments |
|---|---|---|---|---|
| **Prima Ham Ltd, Japan** | Fujitsu | HANA Implementation – Solution built for complex developments | 15 Days | Solution index discussion and corrections |
| **Adani, India** | IBM | Project developments – Automation of e-invoice, Ewaybill, Airport sales process | Need basis travel – Almost 1.8 Year | Handled team and all project tasks |
| **Friesland Campina, Vietnam** | Capgemini | Implementation project – HaNam and BinDong plant | 15 Days | Development and Hypercare |
| **HR Johnson, Croda Chemicals** | CSC | Rollout projects and big CR developments | 2.6 Years | Handled all rollouts and critical developments |
| **Volkswagen Pune** | VW | ET2000 L1/L2 in-house support | 6 Months | Code user handling SD/MM |

**Project details:**

| Client Name | Company / Employer | Project Type | Duration | Key Contributions |
|---|---|---|---|---|
| **Sekisui Global, Japan** | Fujitsu Consulting | S/4HANA Implementation (UT1, UT2 Phases) | Jan 2025 – Present | SD Lead; Project planning, team coordination, test script design, EDI IDOC validation, output testing. |
| **Prima Ham Ltd, Japan** | Fujitsu Consulting | S/4HANA Greenfield Implementation | Nov 2021 – Dec 2024 | SD Lead; Created 25+ Solution Index documents, designed sales process, pricing config, IDoc enhancements. |
| **Adani Wilmar, India** | IBM India | E-Invoice, E-Way Bill & EDI Automation | Aug 2019 – Nov 2021 | Designed middleware integration, IRN & QR automation, increased fill rate by 35%, invoice auto-creation. |
| **FrieslandCampina, Vietnam** | Capgemini India | S/4HANA Implementation (HaNam & BinDong) | Feb 2017 – Jul 2019 | Sales, delivery, rebate configuration, and Hypercare support; Russia OPCO migration. |
| **HR Johnson / Croda** | CSC India | SAP Rollout & CR Development | ~2.6 Years | Rollout handling, TAXINJ to TAXINN migration, CRs for GST compliance. |
| **Volkswagen, Pune** | In-house | L1/L2 In-house Support | 6 Months | Ticket handling via SolMan, SD/MM issue resolution, user support. |
| **Kluber Lubrication** | CSC India | TAXINJ to TAXINN Migration | Shared Support | FS documentation, pricing & GL mapping for COSG, smart form development. |
| **Mezzan, Kuwait** | CSC India | Support & Enhancements | Shared Support | Order-to-Invoice automation, pricing routines, Excel-based upload for automation. |
| **HRJ India / AMICO ME** | CSC India | Shared Support & Rollouts | Shared Support | Smart form creation, copying controls, material-specific GL mapping. |