



UTTAM KUMAR NAIR

SD | MM | Globally Certified: SAP S/4HANA On-Premise,
S/4HANA Cloud ALM & S/4HANA Cloud (Private/Public Edition)

SAP S/4HANA SD CONSULTANT



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S4 HANA _SD-SKILLS

- ✧ Enterprise Structure, Master Data, OTC Cycle, P2P Cycle, CVI Integration.
- ✧ Sales Document Controls - Order Types, Item Categories, Schedule line Categories, Delivery/Billing Types, Cash/Rush Sales, Free Goods, Material Determinations.
- ✧ Configurations - Pricing Procedure, Variant Configuration, Text/Partner/Output/FreeGoods/ ShippingPoint/Route/ Copy controls, Credit / Debit, Revenue A/c Determination, FSCM Management, ATP & Transfer of Requirements.
- ✧ Sales Processes – IPO / Third Party Sales, MTO, STO, Consignment Sales, Sales Kit, Inter & Intra Company Sales, Billing Process. Logistic Execution - Delivery Processing, Picking, Packing & Handling Unit.
- ✧ Logistic Execution - Delivery Processing, Picking, Packing & Handling Unit. IDOC Interfaces, Data Migration w LTMOM. Expertise in LTMOM & ECC-to-S4HANA LTMOM.



Academic Education

- ✧ Bachelor in Technology - (Full Time) B.TECH in Mechanical Engineering (2018 - 2022) Scored - 69% Marks Sardar Patel University (UGC, AICTE).
- ✧ Master in Civil Engineering Management PGDM Course in MEM - Steel Structures (Part - Time) - (2011 -2014) - 66.25% Graduate Diploma in Civil Engineering AIME an ISO 9001:2008 Certified. "AC" Affiliated with Govt. of Maharashtra.
- ✧ Diploma in Mechanical Engineering DME- Full -Time - (1998 - 2001) - 61% SNG.I.T, CBE, TN - (AICTE - New Delhi).



Profile: An astute SAP professional, currently serving as a Logistic Team Lead and Specialist in SD module for the SAP S/4HANA Green Field Implementation Project. In this capacity, accountable for overseeing the SAP Order-to-Cash (OTC) module, while leading cross-functional teams specializing in Materials Management (MM), Financial Accounting (FI), and Production Planning (PP) modules. My role entails gathering requirements across all modules, conducting comprehensive workshop walkthroughs, and delivering Future State/Blueprint (FTS/BBP) documentation.

With extensive hands-on expertise in SAP Sales and Distribution (SD) configurations and customizations, I excel in both S/4HANA On-premise and S/4HANA Cloud (Private and Public Edition) environments, ensuring seamless integration and streamlined processes.

PROFESSIONAL SUMMARY

- ✧ Total Work Experience - **16+ years of Domain Experiences** in spanning varied industries like Discrete & Process Manufacturing, Renewable & Non- renewable Energy Sectors, Project Constructions; along with **(4+3) 7 Years of SAP End User** in Order to Cash & Pay to Procure Processes.
- ✧ Relevant SAP Experience – **(3+8) 11 Years of SAP SD Experiences**
- ✧ Current Role/Designation – Assistant Manager | SAP Solutions & EA.

COMPETENANCE INFORMATION

- ✧ **Products and Platforms:** SAP S/4 HANA On-Premise, S/4HANA Cloud ALM & S/4HANA Cloud (Private & Public Edition),SAP ECC 6.0 with EhP8, PMI certified PPM in P6 Primavera, ACAD (MECH CADD/3D Modeling & Analysis, PROE,ANSYS.
- ✧ **Industry Sectors:** FMCG Manufacturing Process Industry, Chemical Processing Industry, Oil & Refinery, Energy & Non-Energy Sectors, Consumer Goods, Retail, Industrial Machinery, Construction & Professional Services.
- ✧ Extensive hands-on experience in **SAP S/4HANA Cloud ALM**, successfully completed **1<End to End> Greenfield implementation project in S/4HANA Public Cloud'2308** & engaged in the other ongoing Greenfield implementation in the phase of Completion stage with **S4C HANA Public Edition '2402 & 2502**.
- ✧ Hands-on experience in Implementing **02 <End to End> SAP S/4HANA 2021 & 2020;** Green field Implementation On-Premise Projects with AMS Support for Multiple Clients as engaged with both ECC/S4HANA-Support projects.
- ✧ Experience in SD functional modules and understanding of cross functional applications, integration with other modules like FI, MM, PP and PS.
- ✧ Proficient in creating Standard Operating Procedures (SOPs) and training end users to implement business processes effectively, including comprehensive guidance on new functionalities and enhancements.
- ✧ Expertise in SAP S/4HANA Data Migration Cockpit, with hands-on experience in data migration via LTMOM and ECC-to-S4HANA mapping through LTMOM. Proficient in Migration Workbench Monitor, with a strong ability to identify and resolve issues in the S/4HANA Migration Cockpit.
- ✧ Versatile and customer-focused SAP expert with strong interpersonal and analytical skills. Specializes in translating business needs into tailored solutions, covering analysis, blueprinting, Fit-to-Standard analysis, configuration, Unit testing, deployment, Go-live and support.

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SAP - RELEVANT WORK EXPERIENCE'S → Work History:

Project – VII	→	S/4HANA Public Cloud_2408 - <End to End Implementation>	
Company	--	Phoenix Business Consulting, INC. USA	
Client	--	APH (American Printing House) - ONGOING – US PROJECT	Tenure – Nov'2024 – Till date
		SOLARIS OIL Fields - ONGOING – US PROJECT	Tenure – Dec'2024 – Till date
Current Role	--	Assistant Manager SAP Solutions & Enterprise Architect	
Project – VI	→	S/4HANA Public Cloud_2308 - <End to End Implementation>	
Client	--	Dwyer-Omega – US PROJECT	Tenure – Oct'2023 – Dec'2024
Role	--	Sr. Consultant – SD	
Support Project – I	→	Production Support & AMS	
Client - 1	--	In-Music Brands, Inc., Cumberland, USA	Tenure - Mar'2024 – Till date

Key Result Areas → Highlights:

- ✧ Contributing to the design, development, testing, troubleshooting of the solutions; analysis and proposing solutions for the enhancement requests; preparing & maintaining documents like FTS/Business Blueprint, Functional Specification, Test Scripts, User Acceptance Test. In-Coordination with Project Manager to plan & allocate functional and technical resources.
- ✧ Working with On-Site & Client teams to implement changes and resolving technical issues post implementation; performing Unit Testing & System Integration Testing including managing communications with client, defects root cause analysis.
- ✧ Participating in client discussions; building rapport with customer & managing customer relationships; guiding customers to decide bucket structure, applying questionnaire, managing decision flow and financial & capacity views.
- ✧ Worked closely with customers to collect and document the business requirements for SD O2C processes (Order Management, Pricing, Billing, etc.). Identify gaps between the current system and S/4HANA functionality, suggesting solutions and workarounds. Define necessary system configurations based on best practices.
- ✧ Expert in SAP S/4HANA Data Migration Cockpit, skilled in LTMC data migration, ECC-to-S4HANA mapping via LTMOM, and issue resolution within Migration Workbench Monitor.
- ✧ Lead the creation of functional specifications and the design of the SD solution based on the gathered requirements. Ensure seamless integration of SD processes with other modules (MM, PP, FI, etc.) in S/4HANA.
- ✧ Ensure go-live readiness, including data migration, system testing, and cutover activities. Provide on-site or remote support during the initial go-live phase to promptly address any issues. Monitor the system post-go-live to quickly identify and resolve functional or technical issues. Facilitate smooth knowledge transfer to the internal support team post go-live.
- ✧ Conduct System Integration Testing (SIT) to validate end-to-end processes. Support end-users during User Acceptance Testing (UAT) and resolve issues or questions. Ensure the solution meets performance standards for real-time transaction processing.
- ✧ Expertise in process hierarchy, user stories and requirements, test cases, test plans, and test preparation for S/4 HANA Cloud ALM, a cloud-based solution developed on the SAP Business Technology Platform (BTP), provides a delivery platform for SAP support services, offering tools and accelerators for each phase of the SAP Activate methodology.

PREVIOUS PROJECT'S

Project – V	→	S/4 HANA - 2021 Greenfield Implementation	
Company	--	Unisoft Global Services Pvt Ltd.	
Client	--	AAF INDIA Pvt. Ltd; Bengaluru, India	Tenure – April'2022 – Sept'2023
Role	--	Functional Consultant – SD	
Project – IV	→	S/4 HANA - 2020 Greenfield Implementation	
Company	--	Unisoft Global Services Pvt Ltd.	
Client	--	HSML Sugar Mill Pvt Ltd; Bihar, India	Tenure – Apr'2021 – Mar'2022
Role	--	SD Consultant	

Key Result Areas → Highlights:

- ✧ Implemented SAP best practices using SAP Activate methodology with agile practices for test cycles and configurations. Managed pricing procedures, item categories, schedule lines, and number ranges for sales, delivery, and billing documents. Collaborated on FSCM credit management and developed custom pricing routines.
- ✧ Led POC demos for various SAP processes and BPP presentations for the SD module, while assisting team members with deliverables. Identified risks & collaborated with the PM to mitigate and escalate them. Ensuring strict adherence to project milestones through close coordination with different Business Units & Project Team.

- ✧ Analyse complex business scenarios and map them in SAP; additionally, created number ranges and migrated data using LSMW/LTMC. Identify and resolve the gaps using RICEFW selections.
- ✧ Managed consignment sales processes, including fill-up, issue, pick-up, and return transactions for various business scenarios. Configured output determination procedures for order confirmations, delivery notes, and billing documents.
- ✧ Prepared functional specifications for sales-related enhancements and reports, coordinated with the business, and worked closely with customers on requirement analysis. Partnered with team members to design and develop user enhancement requests. Fixed issues with schedule line category & errors related to goods issue during Integration Testing.
- ✧ Activated Credit Check Management and related settings for simple & ACC. Trained key users on different Business Scenarios; Preparation of User Training Manual. Conducted multiple cycles of integration testing & ensured UAT sign-off before Go-live.
- ✧ Ensured proper knowledge transfer to internal teams for ongoing system maintenance and support post-hyper-care phase. Provided two months of hyper-care support as part of the implementation agreement.

Project – III	→	AMS Production Support - Multiple Clients	
Company	--	Unisoft Global Services Pvt Ltd.	
Client – 2	--	Supreme Industries, Mumbai, India	Tenure - April'2020 – Mar'2021
Client – 1	--	KLJ Polymers & Chemicals Ltd, Delhi, India	Tenure - Jun'2019 – Feb'2021
Role	--	Associate Consultant – SD	
Project – I & II	→	Production Support & AMS (FTE)	
Company	--	Unisoft Global Services Pvt Ltd.	
Client - 1	--	KLJ Polymers & Chemicals Ltd, Delhi, India	Tenure - Jun'2019 – Feb'2021
Client - 2	--	ARKEMA; Europe, North America and Asia.	Tenure - Jan'2019 – Jun'2019
Role	--	Associate Consultant – SD	

Key Result Areas → Highlights:

- ✧ Handled P2, P3, and P4 tickets and provided application support to end-users as part of the team. Resolved day-to-day production support issues & assisted team members with cross-functional tickets. Resolved tickets & prioritized client queries.
- ✧ Provided solutions to client/end-users for runtime errors based on issue severity within stipulated SLA guidelines. Analyze and resolve errors in the production system within SLAs. For change requests, obtain approvals, make changes in the development system, perform QA testing, and secure UAT sign-off before moving changes to production.
- ✧ Attended weekly status calls to update the client on each ticket's status while keeping the Team Lead/Project Manager informed. Interacted daily with key and core users to identify and resolve issues without disrupting existing processes.
- ✧ Provided process-related training to new resources with business team members. Monitored and supported on-the-job training progress. Arranged and coordinated knowledge transfer for new joiners in ODC.
- ✧ Tracked production issues and followed incident processes to fix data or transaction-related bugs. For issues related to bugs or improper configuration, fix the bug or rectify the configuration data in the Development Environment, then perform unit testing. Move the transport to the Quality Assurance System, perform integration testing, coordinate user acceptance testing, obtain user sign-off, and move the transport to the production environment.
- ✧ Worked on various interfaces, monitored background jobs using SM37 and IDOC-related issues. Interacted with Key Users to translate requirements and provided inputs to the technical team for development changes.

Company	→	Future Enterprises Limited.	Tenure - Dec'2017 – Dec'2018
IS Retail function --		SAP SD/MM End User Role – Assistant Manager	

Key Result Areas → Highlights:

- ✧ Ensure all sales orders are accurately entered with complete customer details, product assortments, and delivery requirements into the SAP system while ensuring optimized stock availability. Orders from multiple channels (in-store, online, etc.) are seamlessly captured and processed, with tracking mechanisms ensuring smooth fulfilment across various processing stages.
- ✧ Maintain & update Customer Master with proper accuracy, ensuring seamless logistics, timely delivery, and efficient billing. Automated invoicing and returns enhance transaction precision, while pricing and promotions optimize to sales Op's.
- ✧ Purchase requisitions are generated to request materials and replenish stock, ensuring optimal inventory levels. In SAP system, ensure to maintain stock availability for raw materials and finished goods, supporting merchandise handling across supply chain. Ensure to maintain Material master data as systematically managed with precise descriptions, pricing, and unit measurements, facilitating seamless procurement and inventory control.

DOMAIN EXPERIENCE'S:

PERIOD FROM	PERIOD TO	ORGANIZATION – SERVED	DESIGNATED - CAPACITY
Sep' 2008	May' 2017	Tilaknagar Industries Ltd; Ahmednagar, Maharashtra.	Asst. General Manager
Jan' 2007	Jun' 2008	AL- Moram Co. Limited L.L.C; Salalah, Sultanate of OMAN	Project In Charge
Jun' 2001	Dec' 2006	Gannon Dunkerley & Co. Ltd., Okhla, South East Delhi, NCR sector.	Assistant Engineer – (Grade – I)

Project Handled → Highlights:

- Worked as SAP End User in Tilaknagar Industries Ltd; (IMFL Brands - Mansion House, MH-Silk, and CNB). As an SAP end user had exposure on Purchase Requisitions, Normal & STO Purchase Order, Goods receipts, Invoice receipts, and Replenishment Delivery processes. Initiated lead generation to cultivate prospective clients while maintaining relationships with existing customers.
- Consistently produced a high volume of canvassed appointments with a 60% or higher closing average, successfully closing 12-15 sales per month. Developing and maintaining efficient & effective reporting systems for tracking prospects from initial enquiry through to close. Identifying and developing relationships with key accounts at both strategic and tactical level.
- Ensure to entail running the productions, parallel on a day-to-day basis, assuring provision, evaluation and monitoring of quality services, and mentoring and training the staff, with Unit annual report guidelines, Unit goal setting and planning, Budgeting, Statistical reporting, evaluation of operations, supplies and services, equipment maintenance, etc.
- Responsive and accountable for manage the entire scope of a project, from prioritization to delivery. Responsible for getting to the crux of our clients-needs, creating water-tight project plans and ensuring exemplary delivery on time and within budget, even keeping managerial support for all the projects.

Major Clients Handled → Project Executed:

- Project Construction of 2, 00,000 Sqft area of a pre-engineered steel building, one of Asia's biggest IMFL Bottling hall ware house; along with Constructed 2 Warehouses of capacities 7,014 Sq M for IMFL Bottling units each for M/s. Prag Distilleries (A.P) and M/s. Vahini Distilleries (Karnataka).
- Project Construction for 2000MLD Waste water treatment plant & sludge handling system (CPU), DDGS, Bagasse Conveying with Handling system, Ash Silos & Handling system, Coal Conveyor system with Crusher house; along with Construction & Installation of 100 MT & 50 MT Weigh bridge's.
- Project Construction of 2 no's of leak proofed Water Lagoon Ponds of 1, 10,808 cum capacity & 70,000cum.
- Project Construction of 0.4 MTVA Coke Ovens and 2 x 16.5 MVA Ferrochrome which is a green field Project for M/s. Visa Steel Ltd, Jajpur, Orissa, India.
- Project Construction of Cement plant for Raysut Cement Plant (Salalah) Sultanate of Oman.
- Project Construction of Bunkers & Ancillary Civil works for Bahrain Defence Force, Kingdom of Bahrain.
- Project Work of Lab Enabling & Hook-up job for M/s. Gujarat Refinery (IOCL), Baroda (Gujarat) India.
- Project Construction of 3846 Pile foundations for various infrastructures which is a green field for M/s.Taudevilal 2 x 210 MW Thermal Power Project Plant, Panipat (Harayana) India.
- Construction of 2000M³ Capacity Water treatment plant which is a green field for M/s.Gas Authority of India Ltd, Pata (U.P).

PERSONAL INFORMATION

Marital status : Married
Languages known : English & Hindi (Bilingual Proficiency), Malayalam (Native speaker), Tamil & Marathi (Professional working proficiency), Kannada & Telugu (Beginner).
Indian Passport : Valid Passport Available
USA VISA Stamped : Active Validity till Yr'2030.
References : Available on Request.