**SUNIL KYATHAM**

**SENIOR SAP CONSULTANT**

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**PROFESSIONAL SUMMARY:**

* Overall, **9+** years of comprehensive **SAP consulting** experience, delivering end-to-end business process transformations across **Sales & Distribution (SD), Materials Management (MM)** and **Production Planning (PP)** modules, driving measurable improvements in operational efficiency, data accuracy and cross-functional collaboration.
* Expert in end-to-end configuration and customization of **SAP SD, MM** and **PP** modules, driving operational efficiency and seamless integration across finance, logistics and production functions.
* Proven track record in designing and implementing complex **pricing procedures, credit management**, and **billing** strategies to optimize revenue recognition and reduce financial risks.
* Skilled in configuring and maintaining master data objects including **Customer, Vendor, Material**, **and** Partner **Functions** to ensure data integrity and enhance process automation.
* Adept at optimizing **Order-to-Cash (OTC)** and **Procure-to-Pay (P2P)** cycles through strategic configuration of sales orders, delivery processing, purchase requisitions, goods receipts, and invoice verification.
* Strong expertise in **SAP PP production scheduling**, **capacity planning**, and integration with advanced planning tools to improve manufacturing lead times and shop floor efficiency.
* Hands-on experience in setting up **SAP MM procurement** processes, including strategic sourcing, vendor consignment, subcontracting, and batch management to align **supply chain** operations with business objectives.
* Extensive knowledge of **SAP output determination** and **workflow** configuration for automated communication, approval processes, and document transmission across sales, procurement and production cycles.
* Successfully led cross-functional integration testing across **SD, MM, PP** and **FI/CO modules** to validate end-to-end process flows and ensure financial and operational accuracy.
* Experienced in configuring **shipping point determination**, **route optimization** and **transportation scheduling** to reduce logistics costs and enhance delivery reliability.
* Expertise in implementing release strategies in **SAP MM** for purchase requisitions and purchase orders, ensuring strict compliance with corporate governance and audit requirements.
* Proficient in developing and maintaining custom user exits, enhancements, and **batch job schedules** to automate routine tasks, improve system performance, and reduce manual intervention.
* Skilled in root cause analysis and troubleshooting of complex **SAP SD** and **MM** issues including pricing errors, delivery blocks, stock discrepancies and production confirmation variances.
* Capable of designing detailed product hierarchies, classification data and sales area structures to support multi-channel sales operations and comprehensive reporting needs.
* Experienced in integrating **SAP Quality Management (QM)** with **SD** and **MM** modules to enforce inspection protocols, quality notifications, and regulatory compliance.
* Adept at managing **Make-to-Order (MTO), Make-to-Stock (MTS)** and **Repetitive** **Manufacturing** scenarios to meet diverse customer demand and inventory policies.
* Expertise in **SAP PP** configuring **Material Requirements Planning (MRP),** lot sizing, procurement types and source determination techniques to optimize inventory and production schedules.
* Proven ability to lead master data cleansing initiatives, improving system performance and data reliability by removing duplicates and outdated records.
* Strong background in implementing **SAP SD variant** and **product configuration** to support complex configurable product sales aligned with customer requirements.
* Experience managing **inter-company** **sales** and **procurement** processes, ensuring global compliance and seamless transaction flows across multiple organizational units.

**TECHNICAL SKILLS:**

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| --- | --- |
| **SAP Modules** | SAP SD, SAP MM, SAP PP, SAP QM, SAP FI/CO |
| **Configuration & Customization** | Sales Order Management, Pricing Procedures, Credit Management, Billing, Procurement, Production Scheduling, Capacity Planning, Inventory Management, Release Strategies, Output Determination, Workflow Automation |
| **Master Data Management** | Customer Master, Vendor Master, Material Master, Partner Functions, Classification Data, Product Hierarchies, Info Records, Source Lists, Material Requirements Planning |
| **Order-to-Cash (OTC) & Procure-to-Pay (P2P)** | Sales Order Processing, Delivery & Shipping Point Determination, Billing, Purchase Requisition & Order Processing, Goods Receipts, Invoice Verification, Returns & Credit Memo Processing |
| **Manufacturing & Planning** | Make-to-Order (MTO), Make-to-Stock (MTS), Repetitive Manufacturing, Production Order Lifecycle, Routing, Work Centers, Batch & Serial Number Management, Capacity & Scheduling Optimization |
| **Integration & Testing** | Cross-module Integration Testing (SD, MM, PP, FI/CO), SAP BW/LIS Reporting, EDI & Output Types, SAP Workflow Configuration, Automated Communication |
| **Enhancements & Automation** | Custom User Exits, Batch Jobs Scheduling, Root Cause Analysis, Troubleshooting Pricing & Delivery Issues, Custom Reports & Queries |
| **Process Improvement** | Data Cleansing (Master Data), Process Redesign & Optimization, Corporate Governance & Audit Compliance, Vendor Consignment & Subcontracting Management |

**PROFESSIONAL EXPERIENCE:**

**Client: AGCO Corporation, Duluth, Georgia Mar 2024 - Present**

**Role: Senior SAP Consultant**

**Responsibilities:**

* Set up and maintained Partner Functions and Account Groups within **Customer Master Data** to facilitate accurate billing, shipping and communication across diverse customer segments.
* Designed **SAP SD Credit Management** settings including **risk categories** and **credit limits** to mitigate financial exposure and enhance sales order processing accuracy.
* Configured **Return Management** processes including returnable packaging and credit memo processing to streamline reverse logistics and customer service operations.
* Implemented **production scheduling** improvements using **SAP PP scheduling parameters** and integration with advanced planning tools to reduce lead times and improve delivery reliability.
* Implemented Shipping Point determination and route configuration to optimize delivery scheduling and reduce freight costs across multiple distribution centers.
* Configured **Purchasing Info Records** and **Source Lists** in **SAP MM** to enable strategic sourcing and procurement planning based on supplier performance and material availability.
* Created and maintained comprehensive **Release Strategies** for Purchase Requisitions and Purchase Orders, ensuring strict compliance with internal authorization policies and audit requirements.
* Configured end-to-end **Inventory Management** processes, including goods receipts, goods issues, and stock transfers, to maintain real-time stock visibility and effectively reduce stock-outs.
* Supported the entire **production order lifecycle** by configuring confirmation processes that manage **yield** and **scrap** **handling**, resulting in improved accuracy of production data.
* Implemented Capacity Planning and Scheduling settings within **SAP PP** to optimize resource utilization and minimize production bottlenecks, boosting overall operational efficiency.
* Integrated **Quality Management** with **SD** and **MM** modules by configuring inspection lots and quality notifications, thereby maintaining consistently high product standards and compliance.
* Developed custom user exits and enhancements to automate **procurement** and **sales** workflows, reducing manual efforts and significantly enhancing user experience and process efficiency.
* Established **SAP SD** Billing Document Types, Billing Plans, and Invoice Verification processes to ensure accurate, timely revenue recognition and streamlined financial operations.
* Led configuration of **Sales and Distribution** reporting tools such as **LIS** and **SAP BW** extracts, providing actionable insights into order fulfillment and sales performance.
* Administered **SAP Workflow** configuration for purchase order approvals and sales order processing to improve process transparency and reduce cycle times.
* Supported the implementation of subcontracting processes in **SAP MM,** managing component procurement and production integration to ensure just-in-time material availability.
* Configured and tested **Make-to-Order (MTO)** and **Make-to-Stock (MTS)** production scenarios in **SAP PP** to support varied customer demand patterns and inventory policies.
* Monitored and enhanced Production Order settlement processes to ensure accurate cost capture, proper variance analysis, and reliable financial reporting for manufacturing operations.
* Configured **Output Determination** for **sales** and **procurement** documents, integrating with external communication channels such as fax and email for automated document transmission.
* Analyzed existing **order-to-cash** processes within **SAP SD** and supported business process redesign by recommending streamlined workflows to reduce cycle time and improve data accuracy.
* Led data cleansing initiatives for **Material** and **Vendor Masters** to remove duplicates and outdated records, resulting in improved system efficiency and master data reliability.
* Participated in cross-functional integration testing across **SD, MM, PP** and **FI/CO modules** to validate end-to-end processes and ensure correct financial and logistical data flow.
* Developed batch job schedules for **MRP** executions, report automation and data archiving, enhancing overall system performance and reducing manual intervention.

**Environment:** Customer Master Data, SAP SD, Credit Management, Risk Categories, Credit Limits, Return Management, Credit Memo Processing, SAP PP, Advanced Planning Tools, SAP MM, Release Strategies, Purchase Requisitions, Purchase Orders, Inventory Management, Yield Handling, Scrap Handling, Capacity Planning, Quality Management, Inspection Lots, LIS, SAP BW, Sales Order Processing, Subcontracting, Make-to-Order (MTO), Make-to-Stock (MTS), Output Determination, Order-to-Cash Processes, Data Cleansing, Material Master, Vendor Master, FI/CO, Batch Job Scheduling, MRP Execution.

**Client: Aurobindo Pharma USA, Inc., East Windsor, NJ Dec 2020 - Feb 2024**

**Role: Senior SAP Consultant**

**Responsibilities:**

* Configured Sales Document Types, Item Categories and Schedule Line Categories to accurately reflect sales business transactions and improve document processing efficiency.
* Designed **SAP SD** Sales Area data structures including Sales **Organizations, Distribution Channels** and **Divisions** to support multi-channel sales operations and reporting.
* Configured **SAP MM Material Master Views** such as **Basic Data, Purchasing** and **MRP** **views** to support seamless integration with production planning and inventory management processes.
* Analyzed **SAP PP** **production order status** and **material availability** to proactively address delays and minimize production downtime.
* Implemented **Vendor Master data** configuration, including partner roles, purchasing data and payment terms, to enhance procurement efficiency and compliance with supplier contracts.
* Defined Purchase Requisition and **Purchase Order types, item categories** and **release strategies** to automate procurement approval workflows and minimize delays.
* Implemented **batch management** and **serial number** tracking in **SAP MM** and **PP modules** to improve product traceability and ensure compliance with industry and regulatory standards.
* Integrated **Material Requirements Planning (MRP)** settings including lot sizing procedures, procurement types and **MRP controllers** to optimize inventory levels and production schedules.
* Collaborated with production planning teams to configure **Work Centers, Routing** and **Production Versions** enabling accurate scheduling and capacity planning in the **SAP PP** module.
* Configured **Output Determination** procedures for both purchase and production orders to ensure seamless, automated communication with vendors and manufacturing units, reducing manual intervention and errors.
* Implemented **Production Orders, Process Orders** and **Repetitive Manufacturing** setups to support various manufacturing scenarios and improve shop floor operations.
* Managed **SAP SD variant configuration** and **product configuration** settings to support complex configurable product sales in line with customer requirements.
* Led efforts to optimize **inter-company sales** and **procurement** processes by configuring relevant organizational data and transaction flows to support global business requirements.
* Executed custom **SAP PP** reports and queries to track production schedules, order statuses, capacity utilization, and material availability, enabling better operational decision-making and workflow optimization.
* Designed and maintained detailed **product hierarchies** and **classification da**ta to enhance sales reporting and procurement analytics, providing deeper business insights for strategic planning.
* Conducted root cause analysis and resolved complex issues related to **delivery block reasons, stock discrepancies** and production order confirmations to minimize operational disruptions.
* Managed **vendor consignment** and **subcontracting** processes within **SAP MM**, ensuring accurate inventory valuation and timely production material availability.

**Environment:** SAP SD, Sales Document Types, Distribution Channels, Divisions, SAP MM, Material Master Views, Basic Data, Purchasing, MRP Views, SAP PP, Production Order, Material Availability, Vendor Master Data, Purchase Requisition, Purchase Order Types, Release Strategies, Batch Management, Serial Number Tracking, Material Requirements Planning (MRP), Lot Sizing Procedures, Procurement Types, MRP Controllers, Work Centers, Routing, Production Versions, Output Determination, Repetitive Manufacturing, Variant Configuration, Inter-company Sales, Vendor Consignment, Subcontracting.

**Client: Reliance Industries Limited, Mumbai, India Apr 2018 – Oct 2020**

**Role: SAP Consultant**

**Responsibilities:**

* Worked extensively on configuration and customization of **Sales and Distribution (SD)** and **Materials Management (MM)** modules, including enterprise structure, master data, pricing and inventory management.
* Designed complex **pricing** procedures using condition technique in **SAP SD**, including discounts, surcharges, taxes and freight, ensuring accurate price determination for sales orders and billing.
* Configured and supported the complete **Order-to-Cash (OTC)** and **Procure-to-Pay (P2P)** processes including sales order processing, delivery, billing, purchasing, inventory and invoice verification.
* Performed end-to-end configuration of **material master, vendor master** and **customer master** data to align with business processes and ensure seamless integration across **SD** and **MM** modules.
* Streamlined **intra-company** and **inter-company** stock transfers in **SAP MM** by configuring stock transport orders, movement types and transfer postings, improving inventory accuracy and flow.
* Designed and executed **procurement** processes such as requisitions, purchase orders, goods receipts, invoice postings, and vendor evaluations to ensure supply chain efficiency.
* Developed output determination procedures in **SAP SD** for billing, delivery, purchase orders and sales order documents by leveraging condition technique and partner functions to ensure accurate document processing.
* Handled the creation and maintenance of **Material Requirement Planning (MRP)** settings in **SAP MM** to ensure timely procurement and optimal inventory levels for production and sales demand.
* Implemented **source determination** techniques, including info records, quota arrangements and contracts to support efficient and cost-effective **supplier management.**
* Configured and tested shipping and transportation functionalities including **route determination**, delivery scheduling, picking, packing, and shipment creation to optimize logistics and order fulfillment processes.
* Conducted detailed analysis and resolution of **SAP SD** issues related to pricing errors, account determination, availability check, delivery blocks and credit management.
* Worked on returns processing, **credit/debit memo** request handling, and complaints management to improve customer satisfaction and **financial reconciliation.**
* Implemented **special procurement types**, item categories and account assignment categories to support specific procurement scenarios and enhance reporting capabilities aligned with business requirements.

**Environment:** SAP SD, SAP MM, Enterprise Structure, Master Data Management, Pricing, Order-to-Cash (OTC), Procure-to-Pay (P2P), Material Master, Vendor Master, Customer Master, Procurement, Output Determination, Material Requirement Planning (MRP), Route Determination, Delivery Scheduling, Pricing Error Analysis, Account Determination, Credit Management, Returns Processing, Complaints Management, Special Procurement Types, Account Assignment Categories.

**Client: Apollo Tyres, Gurgaon, India June 2016 – Mar 2018**

**Role: SAP Consultant**

**Responsibilities:**

* Defined incompletion procedures for **sales documents** in **SAP SD** to enforce business rules and ensure that all critical data fields are captured before sales orders proceed through the process chain.
* Defined sales document **types**, **item categories**, and **schedule line** categories for various business scenarios such as standard orders, rush orders, cash sales, and returns.
* Configured **delivery** and **billing types**, along with item category determination and copy control settings, to automate and streamline outbound logistics and invoicing processes.
* Configured output determination procedures using condition techniques for **sales order confirmations**, delivery notes, and invoices to meet client-specific communication formats including print, email, and EDI.
* Led workshops and knowledge transfer sessions with business users and **key stakeholders** to **map legacy** **sales processes** and ensure successful user adoption during global rollouts.
* Conducted extensive testing and documentation for **SAP SD**-specific scenarios during integration, regression, and user acceptance testing phases.
* Performed data migration of **SD-related master** and transactional data using tools like **LSMW** and **BDC**, ensuring clean and validated data for customer accounts, sales orders, and pricing records during legacy system transitions.
* Provided go-live and post-go-live production support for **SAP SD** implementations by resolving real-time issues in sales order creation, delivery processing, and billing document generation.

**Environment:** SAP SD, SAP ECC, LSMW, BDC, IDoc, EDI, Condition Technique, Integration Testing, Regression Testing, User Acceptance Testing, Copy Control, Output Determination.

**EDUCATION:** BTech in Computer Science and Engineering, June 2012 - May 2016 at JNTUH, India