



Aajam shaik – SAP SD-LE Senior consultant

10 years of professional experience, having more than 6.10 years of experience in consulting clients across various sectors on SAP Sales & Distribution Module



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Profile Summary

- Overall 10 years of professional experience, having more than 6.10 years of experience in consulting clients across various sectors on SAP Sales & Distribution Module and 3 years of domain experience as worked Fashion Assistant in Shopper Stop retail Store Company.
- Worked for 4 Full Life Cycle (E2E) S/4 Hana Implementation and one E2E R3 Implementation.
- Involved in SAP E-INVOICING, GST & CIN Implementation projects and worked for couple of support and country Rollout (Austria, Russia, New Zealand, and Poland) & CIN Migration projects (TAXINN to TAXINN).
- Currently working for S/4 Hana Implementation Project (Viraj Profiles Ltd) at Andheri in Mumbai location.



Education

- MBA from Osmania University (2011).
- BSC from Kakatiya University (2007).



Technical Skill Summary

- Proficient in ASAP Methodology and Good Understanding of Clients Business Processes.
- Configuring Customer Master, and Customer Material Info Record (CMIR).
- Configuration of OTC process with enquiry, quotation, sales order such as Standard Order, Rush order, customer complaints sales process such as Return, Subsequent delivery free of charge and special sales process such as Contracts and Agreement.
- Controlling Sales Documents - Sales document types, Item categories, Schedule line Categories
- Pricing: Configuration of pricing procedures by using different Condition Techniques and Special Function of pricing (condition supplement, condition exclusion).
- Configuration of Material Determination with Substitution Reason and Output Determination.
- Worked on Revenue Account Determination by Integrating with FI-CO Consultants.
- Configuration of Availability check (With ATP Logic) and Transfer of Requirement.
- Configuration of batch determination process.
- Configuration of Credit Management with Automatic Credit Check (Dynamic).
- Configuration of Business process such as: Consignment process, Third party process, Individual Purchase Order (IPO) Process, Stock Transport Order (STO) Process.
- Working knowledge in Copy control requirements.
- Knowledge of Item proposal, Cross selling, free goods.
- Configuration of Logistics & Execution.
- Configuration of CIN (Country India Version) Condition Based (Factory / Depot / export/deemed export sales).
- Extensive Exposure in Integration of MM, PP, PS and FI-CO modules.
- Configuration IDOC (PO 2 SO creation).
- Working knowledge in User Exits and Z-Reports.
- Configuration of LSMW and worked for LTMC templates to upload the Master data.



Experience Summary

- PWC India from 17th Oct 2016 to Till date
- AG Technologies from Dec 2014 – 14th Oct 2016.
- Shoppers Stop Retail Store(Non-SAP) from July 2011 to Aug 2014.

Project # 12

Client: VIRAJ PROFILE LTD.

Aug2019 to Till date.

Industry: Stainless Steel Products Manufacturing

Project: S/4 Hana Implementation.

Designation: SAP SD Senior Consultant.

Company: PWC India.

Environment: SAP S/4 Hana

Project Profile:

Viraj Profile Ltd, is one of the largest manufacturers and exporters of Stainless-Steel long products in the world. the company is exporting its stainless steel products (Wire Rods, Wires, Welding Wires, Flanges, Fasteners, Bright Bars and Profiles) to more than 1300 customers based across 90 countries spread over 6 continents.

Responsibilities in Implementation:

- Involved in kick off meeting.
- Involved in ASAP Methodology from sales & distribution module and prepared Business Blueprint (BB) document.
- Customized various Document types, Item category, and Schedule Line category as per the company requirements for the sales order processing.
- Configured Make To Order Process (MTO) with variant configuration.
- By using classification type 300 -Implemented the variant configuration for materials (Fixed & special characteristic) through PP Module.
- Activated Fast Entry of Characteristics values in sales order/ quotation / inquiry document.
- Multi-level approval designated in sales order through status profile (Technical / Design /Quality / Account mgr team).
- Configured the HU for packaging material types and packaging material group.
- Configured of batch determination process at delivery level.
- Customized the delivery creation screen to create delivery document w.r.t container planning number for export process (will be displayed list of the sales order numbers from selected plant with availability stock) and for STO w.r.t supplying & receiving plant (will be displayed available qty against each line item of sales order automatically).
- Developed the GATE Entry & Container Planning customized screen.
- With help of PPDS Module, system will update the Material AvailabilityDate(MAD) in sales order automatically after MRP run (transfer of requirement will check the requirement of production order from downstream plant to upstream plant).
- Configured the STO Process for multiple plants.
- Developed the custom FIORI App to dispatch the STO materials w.r.t delivery document (Feasibility to scan the Batch Number to tally / track the materials).
- Configured proforma, GST, Commercial invoices as per client business requirement.
- Configured the settlement management for commission agents and other vendors by using condition contract (wcoco) configuration.

- Involved in Hedging Process with help of TRM Module, to create the hedging number against sale order values.
- Configured Various Pricing procedures based on condition Technique as created new condition types, access sequences and tables to accommodate the requirements of client.
- By using sales order costing, Configured the EKO1 condition to determine cost value based on material fixed characteristics.
- Configured Revenue account determination.
- Configured Availability check with ATP Logic and Transfer of Requirements (TOR) for MTO scenario.
- Configured Credit Management Process for Business Partner block at delivery creation level.
- Worked on multiple pricing routines.
- Developed the price values recorder based on customer negotiation prices and EBDTA percentage changed in quotation document by account manager.
- Enhancement done at invoice level for alloys surcharges to create credit / debit note for different amount automatically.
- Interface has been done to generate Shipping Bill Number from govt ICGATE Portal (Third party).
- Worked on multiple Adobe forms & Z Reports with Abap Team.
- Used Badi & LSMW to upload master data & LTMC for Business Partner in the quality system.
- Involving the Integration part with MM, FI-CO, PP, PPDS, QM, Modules.
- **Presently, done the entire Configuration and moved to QA System to test SIT & Core User testing for UAT Sign off.**

Project # 11

Client: VMM EOOD (Bulgaria)

Industry: Logistic Transport Service Company

Aug 2019 to June 2020.

Project: S/4 Hana Implementation

Designation: Senior Consultant

Company: PWC India.

Environment: SAP S/4 Hana

Project Profile:

VMM EOOD is a new established company in Bulgaria country and it provides the logistic transportation services globally by mode of sea, air, road. its new venture of VeStaal company.

Responsibilities in Implementation:

- Involved from kick off meeting to project completion.
- Involved in ASAP Methodology from sales & distribution module and prepared Business Blueprint (BB) document.
- Customized various Document types, Item category as per the company requirements for the sales order processing.
- Configured Pricing procedures based on condition Technique as created new condition types, access sequences.
- Configured service sales process document types such as service sale order and service invoice document.
- Developed the service sale order creation BAPI Program.
- Configured pricing condition types according to various service charges.
- Done the Enhancement at sales invoice level as per client business requirement.
- Configured service sales, assets sale and debit /credit notes.
- Developed Adobe forms & Z Reports with Abap Team.
- Used LSMW to upload pricing condition master data & LTMC for Business Partner data.
- Involving the Integration part with MM, FI Modules.

Project # 10

Client: VE Staal FZE (Dubai)&VE StaalBV (Netherland)

Industry:Stainless Steel Product Trading Company

Aug 2019 to June 2020.

Project: S/4 Hana Implementation

Designation: Senior Consultant

Company: PWC India.

Environment: SAP S/4 Hana

Project Profile:

VE Staal is one of the leading trading companies in Stainless Steel Long Products. The product range includes Stainless Steel Wires, Stainless Steel Wire Rods, Stainless Steel Bars, Stainless Steel Profiles, Stainless Steel Fasteners and Stainless-Steel Flanges.

Responsibilities in Implementation:

- Involved from kick off meeting to project completion and post support.
- Involved in ASAP Methodology from sales & distribution module and prepared Business Blueprint (BB) document.
- Customized various Document types, Item category, and Schedule Line category as per the company requirements for the sales order processing.
- Configured Various Pricing procedures based on condition Technique as created new condition types, access sequences and tables to accommodate the requirements of client.
- Configured Enquiry, Quotation presales documents.
- Configured pricing for Domestic and Export Third Party Process.
- Configured third party process to generate PR number from quotation instead of sales order.
- Configured SAP std IDOC to generate sale order automatically through PO document.
- Configured Revenue account determination.
- Configured Credit Management Process for Business Partner to block at sale order level.
- Worked on Multiple Pricing Routines (incorporated formulas).
- Worked on Enhancement/User Exists at sales invoice level as per client Business requirement.
- By customization, done the Sales invoice creation w.r.t MIRO document.
- Configured scrap sales, sample sales, return sales, assets sale and debit /credit notes.
- Developed Adobe forms & Z Reports with Abap Team.
- By using quotation BAPI, developed the customization screen to update/change quotation price against multiple line items in single screen at a time.
- Used LSMW to upload pricing condition master data & LTMC for Business Partner data.
- Developed the various adobe forms to each division specific requirement by client.
- Provided training to core users and prepared the user manual, config documents.
- Done the unit testing, Integration testing, also SIT with core team and end users.
- Involving the Integration part with MM, FI Modules.
- Involved in cutover activity to upload the master data (customer, pricing, material-sales views etc.).

Project # 9

Client: Rich Graviss Product Pvt Ltd.

July 2018 to May 2019.

Industry: Bakery & Cookies Products manufacturing company

Project: S/4 Hana Implementation.

Designation: SAP SD Senior Consultant.

Company: PWC India.

Environment: SAP S/4 Hana

Project Profile:

Rich Graviss Products Pvt. Ltd. came into existence following the collaboration between M/s Rich Products Corporation (USA) and Graviss Food Solutions Pvt. Ltd. (India). It became the first-ever and the largest-selling non-dairy whip topping of the country. Today, Rich's produces a wide range of products for both the bakery as well as the food service segments.

Responsibilities in Implementation:

- Involved from kick off meeting to project completion and post support.
- Involved in ASAP Methodology from sales & distribution module and prepared Business Blueprint (BB) document.
- Customized various Document types, Item category, and Schedule Line category as per the company requirements for the sales order processing.
- Configured Various Pricing procedures based on condition Technique as created new condition types, access sequences and tables to accommodate the requirements of client.
- Configured pricing for Free Goods scenario based on Condition Technique.
- Configured Revenue account determination.
- Configured Availability check with ATP Logic and Transfer of Requirements (TOR).
- Configured of auto batch determination process on FEFO Basis at delivery level.
- Configured Credit Management Process for Business Partner and done the auto release functionality to release credit blocked sale orders(customization).
- Worked on Data Transfer Routine between Sale orders to Delivery document.
- Worked on Enhancement/User Exists as per client Business requirement.
- Configured sales process with Shipment &shipment cost document.
- Configured Stock transport Order (STO) Process between plants/Hubs with LE Process.
- Configured for auto route determination at shipment document.
- Working on Adobe forms & Z Reports with Abap Team.
- Used Badi& LSMW to upload master data & LTMC for Business Partner.
- Worked on OData Interface for SFA (Sales force Casts) Mob App to create sales orders from Mob App to SAP.
- Done the activation for few standard FIORI Apps as suitable to client Business Process with help of Basis Team.
- Involving the Integration part with MM, FI-CO & PP Modules.

Project # 8

Client: GfK -Germany

Sept 2017 to May 2018

Industry: Market Research Company

Project: SAP Rollout (Austria, Russia, New Zealand, and Poland)

Designation: SAP SD Senior Consultant

Company: PWC India.

Environment: SAP SD R/3 (ECC 6.0).

Project profile:

The GfK SE, is Germany's largest market research institute, and the fourth largest market research organization in the world. Which does online research for consumer products and services, pharmaceuticals, retail, mediaetc.

Responsibilities:

- Involved in AS IS & TO BE document.
- SD Configuration for new company code.
- Assignment of new companycode with sales org & plant with existing sales areas.
- Testing with new plant and new company code in development testing client.
- Uploading the master data via LSMW and customized Program.

- Preparation of functional specifications for new Invoice output (smart forms).
- Given training to core team.
- Preparation of Test script, User Manual document.
- Involved post support for one month.

Project # 7

Client: USV Pharma Pvt ltd

Apr2017 to Aug 2017

Industry: Pharma Product Manufacturing Company

Project: SAP GST Implementation.

Designation: SAP SD Senior Consultant

Company: PWC India.

Environment: SAP SD R/3 (ECC 6.0).

Project profile:

USV Pharma pvt ltd, its product offering today includes Active Pharmaceutical Ingredients (APIs), Fixed Dosages Formulations (FDF), Peptides, Biosimilars and Injectables. These are manufactured in our cGMP compliant plants located in India.

Responsibilities:

- Implementation of GST SAP notes in sandbox by Abap Team.
- Done Functional Configuration as per SAP Released Notes.
- Involved in AS IS & TO BE document.
- Mapping each business process as suggested by tax team according to LAW.
- Done unit and integration testing in Sand box.
- Uploaded the master data by using LSMW.
- Closing all Open SO's and Invoices during cut over period.
- Preparation of functional specifications for existing customization Sales reports/Invoice output to incorporate the GST Values.
- Preparation of Test script, User Manual document.

Project # 6

Client: USV Pharma pvt ltd

Nov 2016 to Feb 2017

Project: SAP Migration from TAXINJ to TAXINN.

Designation: SAP SD Senior Consultant

Company: PWC India.

Environment: SAP SD R/3 (ECC 6.0).

Responsibilities:

- Configured Condition based Tax procedure from TAXINJ to TAXINN.
- Implemented the SAP notes for migration by Abap Team.
- Mapped the access seq. and condition Types in TAXINN procedure.
- Incorporated the new condition types in SD pricing procedure.
- Updated the pricing manually with new condition types for those were Open orders/Invoices.
- Preparation of functional specifications for existing customization Sales reports/Invoice outputs.
- Preparation of Test script, User Manual document.
- Involved in Cut-over activity for uploading the master data.
- Involved one week for post support.

Project # 5

Company: AG Technologies pvt ltd (Mumbai).

Dec 2014 to Oct 2016

Project: Multi clients support

Designation: Associate Consultant

Company profile:

AG Technologies has about forty clients under AMC for which support is provided offsite and onsite if required. Customer issues are resolved along as per their ticket logged. Customer enhancements and development are also carried out after requirement is gathered. Handled the clients like Sterling, Tata Interactive System, Nilkamal, sanathan textile, Duroshox, Fuchs lubricants, Alkyl Amines, Inspros, Insilco, Hydac, Galata Pharma etc.

Responsibilities:

- Working for Multi clients (AMC based).
- Working on tickets assigned and resolving the issues as per SLA.
- Reviewing incoming mail in regular intervals.
- Working on SD with CIN related issues.
- Understanding customer requirements and resolving issues raised by end users.
- Interacting with the client on daily basis to resolve the queries and process clarification.
- Preparation of functional specifications if any customization requirement.
- Creation of require new output type by NACE config and develop new smart forms such as commercial invoice, Performa invoice and ARE 1 & ARE 3 and others with the help of Abaper.
- If any closing issues, has to Prepare documents relevant to ticket requirement (i.e. scope of work & solution (MER), Test scripts.
- Preparation of user manual document If any process changes like new CR Issues.
- Communicating with other module team members regarding integration pending issues.

Project # 4

Client: Sun jewels Pvt Ltd.

Feb 2015 to March 2015

Industry: Diamond, Gold jewellery Manufacturing company

Project: Company code Rollout / Process Implementation.

Designation: Associate Consultant.

Environment: SAP SD R/3 (ECC 6.0)

Project Profile:

Sun jewels International Ltd (SIL), The company is engaged in manufacturing and export of high-quality diamond and colour stone jewellery, set in gold and silver.

Responsibilities in Rollout project: -

- Business process re-configuration for new company code.
- Preparation of business blueprint (BBP) document.
- Configuration of business extension process (Consignment process and auto vendor loan settlement).
- Prepared FS Document to incorporate the new areas in existing reports.
- Prepared test script document and user manual document.
- Provided training to end user for new sales process.
- Post implementation support for one month.

Project # 3

Client: Andritz Hydro

April 2015 to June 2015

Industry: Hydro equipment manufacturing company

Project: CIN Implementation.

Designation: Associate Consultant

Environment: SAP SD R/3 (ECC 7.1).

Project Profile:

ANDRITZ is a globally leading supplier of hydro plants, equipment, and services for hydropower stations.

Responsibilities:

- Involved in AS IS & TO BE documentations
- Configured CIN condition based (TAXINN).
- Configuration of Depot sales.
- Configuration of Exports and Deemed Exports process.
- Worked on ARE1 & ARE3 output with help of Abap.
- Completion of Integration testing with other modules.
- Prepared Configuration, Test script, User Manual documents.
- Providing training to end users.
- Involved in Cut-over activity to uploading the J1ID master data and RG1BAL.
- Integration of MM & FI-CO and PS modules.

Project # 2

Client: John Fowler India Pvt Ltd.

Aug 2015 to May 2016

Industry: Automobile products manufacturing

Project: Implementation.

Designation: Associate Consultant.

Company: AG Technologies

Environment: SAP SD R/3 (ECC 6.0)

Project Profile:

John Fowler India Pvt Ltd, Manufacture of Automotive Filters, Filters Earth Moving Equipment, Diesel Engines, Compressors, Power Plants, Railways, Army, Navy, High Efficiency Particulate Air Filters (HEPA), Coalesces and Separators for aircraft refuelers, Laminar Flow Station for Clean Room Application, Mask Filter, Diesel Oil Conditioning Plant, Oily water Separator.

Responsibilities in Implementation:

- Involved in Business Blueprint (BBP) Phase.
- Customized various Document types, Item category, and Schedule Line category as per the company requirements for the sales order processing.
- Configured Pricing along with condition supplement and Exclusion.
- Defined pricing procedure at various levels. Created new condition types, access sequences and tables to accommodate the requirements of client.
- Configure Revenue account determination.
- Configured Availability check with ATP Logic and Transfer of Requirements (TOR).
- Configured of batch determination process.
- Configured Credit Management and Material Determination with Substitution Reasons.
- Configured the Output determination.

- Worked on Copy Control requirements.
- Worked on pricing requirements
- Configure Third party process, Individual purchase order (IPO) and Consignment process.
- Configured Stock transport Order (STO) Process between plants.
- Configured CIN Factory Sales & Depot sales on condition based.
- Involved in Cut-over activities.
- Training to end users in using new processes and configuration.

Project # 1

Client: Alkyl Amine laboratories pvt ltd.

July 2016 to Sept 2016

Industry: Pharma Product Manufacturing company

Project: SAP Migration TAXINJ to TAXINN.

Designation: Associate Consultant.

Environment: SAP SD R/3 (ECC 6.0).

Project profile:

Alkyl Amines Chemicals Ltd (AACL) is a public Limited Listed Company promoted in 1979. The Company is in the business of manufacturing and marketing various aliphatic amines, amine derivatives and other speciality chemicals for the last 30 years.

Responsibilities:

- Configured Condition based Tax procedure from TAXINJ to TAXINN.
- Implemented the SAP notes for migration by Abap Team.
- Mapped the access seq, and condition Types in TAXINN procedure.
- Changes in SD pricing procedure with new conditions.
- Updated the pricing manually those were Open orders/Invoices for new condition types.
- Preparation of functional specifications for Existing Z-customization Sales reports/Invoice out puts.
- Preparation of Test script, User Manual document.
- Involved in Cut-over activity for uploading the master data.
- Involved two weeks for post support.

NON-SAP (DOMAIN) EXPERIENCE:

COMPANY: Shoppers Stop

July 2011 to Sept 2014

Designation: Fashion Assistant.

Company profile:

Shoppers Stop is an Indian department store chain, owned by the K Raheja Corp. There are 86 stores across 40 cities in India, with clothing, accessories, handbags, shoes, jewellery, fragrances, cosmetics, health and beauty products, home furnishing and decor products.

Responsibilities:

- Organizing merchandise on shop floor and I was responsible for shoppers stop owned brands i.e. STOP & VETTORIO FRATINI from Men's wear.
- Assisting customers and advising them on fashion choices and Assisting shoppers to find the goods and products they are looking for.
- Maintaining store in clean and tidy condition.
- Attaching and updating pricing tags on merchandise.
- Carrying out stocktaking duties and handling returns and exchanges.
- Dealing with customer complaints and suggesting solutions.
- Performing store opening and closing operations.
- Giving advice and guidance on product selection to customers.
- Be involved in stock control and management.