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RATNA KUMAR YERNENI

Email: kumar5791@gmail.com

**Mobile:** 732-890-8009

***Professional Summary:***

**15 years of experience**, out of which 9 years on SAP as **Senior SAP SD Certified OTC Lead Consultant**. Strong hand’s on experience in multiple End to End implementations, Production support, Roll out projects and enhancement projects.

* Senior SAP SD certified consultant with total 9 years of strong hands on experience in implementation, roll out and support projects.
* Completed 4 end to end implementation projects and handled multiple clients in 2 support projects.
* Ability to lead and work with cross functional and distributed teams.
* Pricing experience include Configuration of access sequence, condition tables, condition types. Determining and maintaining pricing procedures. Special functions like condition exclusions, condition scales, creation of new requirement routines based on user requirements, etc.
* Has good experience in revenue recognition and related configuration.
* Expertise in troubleshooting the issues and support them by giving appropriate solution.
* Technical proficient on debugging and user-exits. Good understanding of ABAP codes.
* Process Design, Mapping, Configuration and Technical expertise in SAP Life cycle implementations, supports & Migration with emphasis on Sales and Distribution module and its integration with other modules of SAP R/3 such as MM, WM, FI, PP, APO, ABAP.
* Experience includes ASAP Methodology Functional Specification Design, Documentation, Integration Testing and Implementation, Business Process Re-Engineering, Gap Analysis, Business Blueprinting, Realization, Final Preparation, Integrated Testing, User Validation, Go Live and Support.
* Configuration experience in all aspects of SD including Enterprise structure Defining & assignment. Master Data, Order management, Shipping & Delivery and Billing. (Order to Cash process).
* Enterprise Structure Mapping in SAP, Sales and Distribution Organizational Units, Business Partners and Customers, Customer Master, Account Groups, Material Master Data, Customer Material Info Record.
* Sales Cycle-Order to Cash, sales document types, Item Category, Item Category Group, Item Category Determination, Schedule Lines and Schedule line Category determination.
* Delivery Document, Complete and Partial Delivery, Shipping and Loading Points, Shipping Point Determination, Loading Point Configuration, Picking Process, Picking Location Determination, Transfer Order, Picking Reversal, Packing, Packing with Handling Units and batch determination.
* Transportation Routes & Route Determination, Shipment, Shipment cost procedure, Transportation Planning Pts, Goods Issue, Goods Issue Reversal.
* Billing Document, Basic Functions, Billing types, Credit and Debit Memos, Performa Invoice, returns, Inter Company Billing, Cancellations, Billing Relevance, Copy Controls.
* Determination procedures using Conditiontechnique in the areas like pricing procedure determination, material determination, free-goods determination, material exclusion & inclusion process, partner determination ,text determination, tax determination and output determination etc.
* Configuration & critical problem solving on other basic functions like Pricing, Taxes, Copy controls, Credit management, Revenue Account determination, Intercompany process, etc
* Copy controls set up between the sales documents like order to delivery, order to billing, delivery to billing and billing to order.
* Special business processes-Customer hierarchy, product hierarchy, Consignments, Bill of materials, third party sales process, intercompany sales process, Back order processing, Stock transport orders and rebate processing in billing.
* Expertise in preparation of LSMW for data migration, SAP query for reporting, flexible planning for analysis of data.
* Cross functional areas like logical system setup between legacy systems to SAP & SAP to SAP systems, Debugging, User Exits, Interfaces, Batch jobs, BadI, BAPI.
* Working knowledge on EDI configurations for inbound and outbound Idoc’s by maintaining partner profiles, Customer assignments for Idoc’s processing.
* Good analytical skills supported with strong communication and presentation skills, team player and team leader skills, experienced with conventional and ASAP methodology, goal oriented with excellent communication skills.

***Academics:***

* MBA – Master of Business Administration from Madras University 1997 – 1999 with Marketing as specialization.
* BCOM – Bachelor of Commerce from Sir CRR College, Andhra University 1994 – 1997.
* Certification on SAP SD (Sales & Distribution), ERP 6.0 Ehp6

***PROFESSIONAL EXPERIENCE***

**Client:** HMH, Boston - USA **Mar 2015 to till date**

**Role:** Senior SAP SD Lead Consultant with implementing partner cognizant

**Project:** Enhancements and developments ECC 6.0

**Description:**

Houghton Mifflin Harcourt specializes in books publishing for pre-K-12 education content, services and cutting edge technology solutions head quartered in Boston and giving services in more than 150 countries.

**Responsibilities:**

* Handled Development Project for OTC Team and done analysis of business processes related to Sales & Distribution (SD), with main focus on Order-To-Cash (OTC).
* Managed onsite and offshore team of functional and technical consultants.
* Attended workshops to study gather the requirements and provide effort estimations for the planned enhancements.
* Performed as-is to-be analysis for the new requirements.
* Configured and assigned new set of item categories and schedule line categories for sales BOM to cater the business requirements.
* Preparation of the functional specifications as per the client requirements.
* Experience with ABAP includes deriving specifications and technical requirements for the business process. Also experience in guiding the technical team members for enhancements (user exits) and modifications with working knowledge of IDOCs, SAP Script and EDI 810,850,855,856, and 857.
* Developed Z fields in sales BOM component level to have component specific data.
* Developed a batch program to update the delivery group numbers in sales order for delivering the sales BOM components as per the customer required dates.
* Performed thorough unit testing and integration for every enhancements covering all kinds of scenarios whichever assumed to be affected.
* Performed regression testing of enhancements changes before moving to production.
* Prepared user manuals and given training on new functionalities.

**Client:** Puratos, NJ - USA **Jan 2014 to Dec 2014**

**Role:** Senior SAP SD Lead Consultant

**Project:** End to End Implementation ECC 6.0

**Description:**

Puratos is an international group with a full range of innovative products in the bakery, patisserie and chocolate sectors. Products and services are available in more than 100 countries around the world.

**Responsibilities:**

* Handled OTC team for the implementation of end to end project using ASAP methodology.
* Involved in workshops to gather required information for the preparation of as-is document.
* Mapped AS IS – TO BE system requirements.
* Prepared the gap list after doing as-is, to-be analysis and prepared the FRICE list.
* Provide outline solution for the enhancements and conduct review meetings for development initiation.
* Configured different sales document types, Billing document types, item categories and schedule lines related to Order-To-Cash (OTC) process.
* Configured revenue account determination and revenue recognition.
* EDI – Inbound & outbound IDOC’s: Worked on various EDI profiles and populate additional fields on Sales order header/ Item Screen.
* Development of User exits for special scenarios required by the client.
* Involved in preparation of functional specifications for ABAP related forms/reports.
* Performed unit testing, integration testing and user acceptance testing covering all scenarios.
* Involved in the cutover activities for the go-live and done the hyper-care and application production support.
* Given training to Vice-presidents and all manager cadre teams on standard and Z reports.
* Stopped addition of new line items in delivery without reference to sales order by changing the requirement in delivery type controls.
* Validated the sales order process to stop decreasing the sales order quantity once the respective production order is triggered.
* Did enhancement by splitting of accounting document as per the payment terms percentage and automatic changing of posting key, special GL indicator was done through user exit ZXVVFU08.
* Designed business process for customer consignment and successfully implemented the same.
* Configured the customer expected price in OTC business process and validated the same by increasing the standard difference.
* Designed and configured customer returns business process without any major issues.

**Client:** Saudi Cable Company, Jeddah - Saudi Arabia **Apr 2012 to Dec 2013**

**Role:** SAP SD Lead Consultant

**Project:** Support Project ECC 6.0, IS-DIMP (Discrete Industries & Mill Products)

**Description:**

SCC is the first in the Middle East to receive ISO 9001:2000 certification. SCC has everything that requires fulfilling for power or telecom network. This includes the entire spectrum of manufacturing the entire range of cables and services from design and engineering to manufacturing, installation, testing and commissioning. Mass Projects is another legal entity of SCC where the service related projects are taken care.

**Responsibilities:**

* Involved in support phase of SCC and Mass project.
* Handled a team of 2 Abapers.
* Closed the issues as per the SLA.
* Prepared the functional specifications as per the client requirements.
* Given training to the end users / power users and prepared the user manuals on new developments.
* Integrated with APO and other modules as and when required.
* Support engagements, SME visits, client relations and offsite assistance.
* Developed new business process for cutting of the cable as per the customer requirement.
* Validation done on the bar code scanned batches by comparing the same with delivery batches before creating PGI and printing of gate pass with single click option.
* Developed new business process to reship the customer return material by creating new sales order type as Re-ship order to have a proper track.

**Client:** Saudi Cable Company, Mass Projects - Saudi Arabia **Sep 2009 to Mar 2012**

**Role:** SAP SD Lead Consultant

**Project:** End to End Implementation ECC 6.0, IS-DIMP (Discrete Industries & Mill Products)

**Responsibilities:**

* Responsible for Sales and distribution and Logistics Execution of SCC.
* Implemented Variant configuration.
* Integrated R3 with APO.
* Responsible for Sales and Distribution module of Mass Projects.
* Gathered the requirements and prepared AS-IS and TO-BE documents.
* Documented the entire Business blue print document.
* Integrated with Project systems under Mass Projects implementation.
* Added the WBS element in quotation to get the revenue in PS module.
* Mapped the system as per the ASAP methodology.
* Training was given to the power user as per train the trainer concept.
* Supported three months for post implementation support (PIS).
* Configured NETP & PNTP pricing conditions to adjust difference in the net value.
* Did enhancement to develop separate tab in the delivery document to enter the trailer details with which trailer loading capacity will be calculated.
* Created a user friendly screen to select the required batches for creation of delivery.

**Dec 2008 to Aug 2009**

**Industry:** Pharma, Textile, Engineering, Food, Media - Domestic and International.

**Client:** RPG pharma, Birla textiles, Haldiram’s, Saregama, Krishna Knitwear technologies

**Role:** SAP SD Consultant with (SSSS) SAP Shared Support Services, Hyderabad - India

**Project:** Support project. SAP R/3 versions (4.6, 4.7) & ECC 5.0 & 6.0 with ticketing tool as Solution Manager

**Responsibilities:**

* Involved with various clients like Textiles, Pharma and Food.
* Directly had a good relation with IT managers, Core Team Members, IT team and end users.
* Good interaction with cross modules team within the office.
* Closure of 40 tickets monthly and updating the tickets on daily basis.
* Solved the tickets within SLA by using Solution Manager.
* Involved in Preparation of functional specification, document and data migration.
* Understanding client requirement, design and develop Sales process for smooth flow of operation.
* Handled multiple issues in Enterprise structure, Sales documents, Taxes, Pricing procedure, Condition technique, Basic functions, Batch management, Shipping Delivery & Billing (OTC Process) & **CIN.**
* Closely interacted with **ABAP** team to explain them the exact problem and functional flow.
* KT to new hires.
* Adaptation to the specific requirements.
* Fine tuning of the customizing by solving the show toppers.

**Client:** Pennar Industries, Hyderabad - India **Apr 2008 to Nov 2008**

**Role:** SAP SD Consultant

**Project:** End-to-End Implementation SAP R/3 ECC 6.0

**Description:**

Pennar Industries Limited is an engineering industry started in the year 1998. Manufactures cold

Rolled steel strips. Pennar is located in various places with various products like cold rolled steel

Strips, Cold rolled formed sections, Sheet metal components, etc. It has corporate head office at

Hyderabad.

**Responsibilities:**

* Managed the team of 3 SD consultants.
* Mapped AS IS - TO BE system requirements for implementing the project using ASAP methodology.
* Documented Business process procedures.
* Customization of entire SAP SD module as per the created documents.
* Prepared functional specifications for special Z reports.
* Given training to Vice-presidents and all manager cadre teams on standard and Z reports.
* Organized my team in giving training to core team members and for end users on daily transactions.
* Given Post Implementation Support.

**Client:** Haldiram’s Nagpur - India **Jun 2007 to Mar 2008**

**Role:** SAP SD Consultant

**Project:** End-to-End Implementation SAP R/3 6.0

**Description:**

Halidram’s Nagpur was proudly associated with Indian sweets and namkeens for over a period of six decades.

Today Halidram’s is a 4 million dollar brand that is a familiar sight across the USA, UK and the Middle East.

The company was diversified into several new products and has come out in the global markets.

**Responsibilities:**

* Implemented using ASAP Methodology. Involved in all the 5 stages.
* Preparation of Blue print and mapping of Business scenarios.
* Setup the organizational structure for sales and distribution.
* Configured different sales document types, Billing document types, item categories and schedule lines.
* Maintained Copy controls between different document types.
* Configured Pricing procedure, condition technique, Basic functions, Batch management and Billing.
* Development of User exits for special scenarios required by the client.
* Involved in preparation of functional specification, document Data migration.

**Client:** Spentex textile, Hyderabad - India **Nov 2006 to May 2007**

**Role:** SAP SD Junior Consultant

**Project:** Support

Zensar Technologies has given training in SAP sales and distribution module and assigned under senior consultant in a support project.

**Responsibilities:**

* Worked under seniors in supporting of sales and distribution module.
* Solved the issues with the help of seniors.
* Involved client meetings.
* Gathered the test data and tested the given scenarios.
* Given training to the end users on newly developed process.

**DOMAIN EXPERIENCE**

***Company****:* SIFY Broad band service, Vishakapatnam**.**

***Industry****:* Internet Services

***Functional Exp*** 3.1 years October 2003 – October 2006

***Specific Role****:* Senior Marketing Executive

***Company****:* Colgate Palmolive, Vijayawada

***Industry****:* Marketing

***Functional Exp*** 3.4 years June 2000 – September 2003

***Specific Role****:* Marketing Trainee