

**Anilkumar Nanna**  
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SAP SD + TM Consultant  
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Certificate No: **ISI / GB14 / 12**

### **Professional Summary**

Through self-directed activities act as a liaison between client and technical groups, using superior communication skills to elicit, document, analyze and validate requirements. Combine industry expertise with a thorough understanding of information technology to develop innovative business solutions. Influence the strategic direction of clients that will enable me to work in a highly professional manner as a SAP SD consultant in the design, implementation and integration of SAP SD and Transportation Management as an integrated business tool.

Involved in 1 end to end implementation cycle on SAP SD with TM as a team member and presently working at **TCS** for **TTSL (Tata Teleservices Ltd.)** project.

- ✓ Have exposure and experience on SAP best practices and ASAP methodology.
- ✓ Have exposure on SAP interfacing technologies like ALE, IDOC.
- ✓ Analyzed and understood business system processes and business requirements to translate them to SAP system design.
- ✓ Performed Fit/Gap Analysis and solution feasibility for existing and future business requirements, also impact analysis.
- ✓ Have work experience on all types of sales scenarios E.g. Inquiries, Quotations, order to cash, Export sales, Domestic sales, Scrap sales, Service sales, Sales returns, Third party sales, Intercompany sales, Sample sales and Stock transfers.
- ✓ Have strong experience on basic functions in sales i.e. Pricing configurations, Credit management, output determination, Partner determination, Text determination, Account determination, Cross selling, Availability check and TOR.
- ✓ Have strong Work experience on CIN (Country India Version) configurations related to SD Module.
- ✓ Experience in preparation of all kinds of project related documents like, Business Process document, User Manual, Test scripts, Functional specifications.
- ✓ Have work experience in user exits, routines, BADIs and BAPIs to prepare functional specifications for all developments related to SD module
- ✓ Experience on transactions / master data migrations by using LSMW
- ✓ Experience on providing SAP trainings to Key users or end users
- ✓ Strong analytical problem solving, interpersonal and project management skills.
- ✓ Supporting and advising users in implementation of new systems, processes and enhancement.
- ✓ Managed and coordinated business user interactions, including process reviews, training and post implementation support.
- ✓ SD consultant with clear understanding of cross-functional applications of MM, PP, QM and FI/CO in business scenarios.

### **SAP Work Experience**

Working as SAP SD Consultant at **M/s. vCentric Technologies Pvt. Ltd.** (SAP GOLD Channel Partner)

<b>Project # 2</b>	Support / Roll out
Client	<b>Tata Consultancy Services (TTSL Project, Hyderabad)</b>
Role	SAP SD Consultant
Duration	From June 2015 - Till Date.
Version	SAP R/3 ECC 6.0

**Tata Teleservices Limited spearheads the Tata Group's presence in the telecom sector. The Tata Group includes over 100 companies, over 450,000 employees worldwide and more than 3.8 million shareholders.**

Tata DOCOMO marks a significant milestone in the Indian telecom landscape, and has already redefined the very face of telecoms in India, being the first to pioneer the per-second tariff option part of its 'Pay for What You Use' pricing paradigm.

## Development Activities

- Currently handling the Business Change Requests related to SD business.
- All business requests (includes adhoc and regular reports) are raised through the CR tool which is an internal tool developed for tracking the requests.
- Mapped the INTEC business sales business process as per the business requirement.
- Worked on pricing automation for TTSL project.
- Credit Management is configured based on the existing business structure.
- Developed queries for some of the frequently used report.
- Movement of data to other interfaces through PI integrator in order to track the error logs.
- Worked majorly on the interfaces with Non- SAP applications.
- Good experience in new background job scheduling and monitoring.

## Rollout Project

- Involved in Requirement gathering.
- Prepared Functional Documents.
- Configured new Sales Organization and assignment was done accordingly.
- New Account assignment Group was created.
- Many Interface programs were developed with Non-SAP applications as part of business requirement.
- Involved in Testing.
- Prepared User Manuals Involved in User training.
- Involved in Post-live production support.

## Production Support Activities

- Includes Resolving SD related issues to support day-to-day operations which are received through the ITSME tool and providing immediate solutions to client/end user on run-time errors based on the severity of the issues.
- Support includes: Problem resolution, change request validation, analysis, development and customizations.
- Effective coordination with Super users for solving the issues through CCM tool.
- Closing the problem tickets based on the severity levels with appropriate solution.
- Involved in user training related to new functionalities and the existing processes.
- Worked for Development of customized Reports and modifications to existing reports.
- Batch jobs scheduling and monitoring the daily jobs related to SD module.
- Preparing the user manuals for the understanding of business users.
- Providing the required data to the users as a onetime report.

Project # 1	Implementation
Client	APL Apollo Tubes Pvt Ltd, (Delhi, Hosur, Pune.)
Role	SAP SD Consultant
Duration	From May 2014 - May 2015.
Version	SAP R/3 ECC 6.0

**Client Profile:** APL Apollo Tubes Ltd, India's largest manufacturer of ERW steel pipes and tubes, having multi-location installed capacities (5 manufacturing units - 2 in Delhi NCR, 1 near Bengaluru, 1 plant in Hosur, Tamilnadu and 1 Plant in Thane, Mumbai). These latest Japanese technology based world class manufacturing facilities offer a comprehensive range of steel tubes in over 300 varieties all ERW Tubes segments e.g. black, hollow sections, galvanized and pre-galvanised tubes.

## Responsibilities

- Carried out a detailed design analysis by understanding the company's business requirements and business processes.
- Involved in BBP preparation.
- Configured enterprise structure based on current business set up.
- Configuration of pricing procedure by condition technique as per the business requirements.
- Configured Logistics Execution (LE) functions like Delivery Processing, Picking, Packing and Goods Issue and Transportation management.

- Configured shipment types, Route Determination, Shipment cost and service entry sheet and settlements. Configured Shipping pricing procedure.
- Configured different sales processes, STO, Returns, Credit memo request, Debit memo request.
- Worked with modules MM and FI on integration issues with order management.
- Uploading master data with LSMW and developed Z reports based on customer requirement.
- Developed functional specifications for developing new functionality.
- Developed user training material for SAP end users in SD module.

#### **Educational Details**

- Bachelor of Engineering in Mechanical from Visvesvaraya Technological University, Belgaum in 2004.
- International Master of Business Administration in Marketing in 2012.
- Certified Six Sigma Green Belt from Indian Statistical Institute Bengaluru in 2012.

#### **Domain Experience (Sales, Marketing, product and process Improvement)**

Having more than 6 years of experience in Sales and Marketing by delivering sustained revenue and profit in industrial products with respect to production.

Organization: **SV Sales Corp.**, Pune.

July 2006 - June 2010

Role: Sales and Marketing

Leadership and team work to design and execute solutions that created value with effective communicator and ability to create marketing material that conveys value for both client and end users.

Responsible for all product range for the generation of business with respect to applications at customer site, formulating the business plan, developing new brochures and advertising, team building, pricing and promotions, developing the dealer network, commencing new partnerships and working with application engineering team.

Organization: **SWIT**, Pune.

PFERD Tools

July 2010 - June 2011

Role: Sales, Marketing and Business Development

PFERD is a German based company and Pioneer in abrasives for Aerospace, Automobile, General Engineering and Fabrications of components.

Visited to **PFERD** Germany for Business Meeting.

Responsible for formulating the business plan, developing new brochures and advertising, team building, pricing and promotions, developing the dealer network, commencing new partnerships and working with application engineering team.

Organization: **Spraying Systems India**, Bangalore.

Role: Sales, Marketing and Business Development

July 2011 - May 2012

Spraying System Co. manufactures a variety of nozzles and accessories and provides turnkey systems for wide range of industrial applications catering to steel, cement, automobile, power, petrochemical, food and pharmaceuticals, paper and pulp industries, etc.

**Products:** - (1) Nozzles and Accessories (2) Auto jet Projects (Custom made products) and (3) DSS (Dust Suppression Systems) system in coal mines.

Responsible for all product range for the generation of business with respect to applications at customer site and formulating the business plan, developing new customer's base, team building and working with application engineering team.

#### **Personal Details**

Marital Status : Married.  
Date of Birth : 17.08.1981  
Languages Known : English, Hindi, Marathi and Kannada