**NADEEM AKRAM SHAIK**

**SENIOR SAP CONSULTANT**

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**PROFESSIONAL SUMMARY:**

* Experienced **Senior** **SAP Consultant** with **10** years of expertise in **SAP SD, MM** and **EWM** modules, specializing in end-to-end implementation, customization and optimization of **sales, procurement** and **logistics** operations.
* Proven track record of successfully leading **SAP** implementation projects, improving business processes through automation and integration of **SAP** modules, driving efficiency and reducing manual errors.
* Expert in configuring **SAP SD** to streamline sales order processing, billing, and invoicing, and integrating with **MM** and **EWM** for seamless **order-to-cash (OTC)** cycles.
* Strong focus on SAP S/4HANA implementations, migrations, and support across various industries.
* Skilled in designing and developing custom **SAP** solutions for complex business scenarios, including **pricing** **procedures**, **order types** and **inventory management** strategies, to meet specific client needs.
* Adept at configuring automatic **batch determination** and **warehouse management** processes in **SAP EWM**, enhancing stock movement accuracy and optimizing warehouse operations.
* Proven expertise in **end-to-end SAP S/4HANA project lifecycles**, including greenfield and brownfield implementations, system conversions, and landscape transformations.
* Proficient in developing and deploying complex **SAP pricing** strategies, incorporating discounts, surcharges, tax calculations, and customer-specific conditions, to drive sales and customer satisfaction.
* Strong expertise in integrating **SAP EWM** with legacy systems using **IDocs** and **BAPIs**, ensuring seamless data exchange and real-time inventory synchronization across platforms.
* Proven ability to lead cross-functional workshops with **logistics**, **sales**, and **procurement teams**, gathering requirements and ensuring alignment of business processes with **SAP** configurations.
* In-depth knowledge of configuring **procurement** processes, including **purchase requisitions, purchase orders**, **inventory management** and invoice verification to optimize **procurement** cycles.
* Successful experience in enhancing **SAP EWM** functionalities, including **RF** framework, cross-docking and wave management, improving logistics efficiency and reducing lead times.
* Extensive experience with **SAP MM** and **SD** integration to facilitate third-party sales, intercompany sales and vendor-managed inventory **(VMI),** enhancing supply chain visibility and collaboration.
* Skilled in configuring **SAP MM** and **SD master data management**, including customer and material master records, pricing conditions, and output determination, ensuring accurate and efficient data handling.
* Experienced in configuring and optimizing **SAP EWM** warehouse structure, bin management, and advanced put-away strategies to ensure smooth goods receipt and inventory control.
* Deep knowledge of **SAP** **consignment** and **subcontracting** processes, implementing automated goods issues and receipts to **streamline procurement** and **inventory management.**
* Proficient in designing user-friendly **SAP** interfaces to improve sales order entry, streamline processes, and enhance usability for end users.
* Expert in troubleshooting and resolving issues in **SAP SD, MM** and **EWM** modules, ensuring smooth and uninterrupted system operations for end-users and business stakeholders.
* In-depth experience in configuring automatic account determination in **SAP MM**, ensuring seamless integration with financial accounting for accurate inventory and transaction postings.
* Skilled in driving business transformation by implementing **SAP** solutions for improved order fulfillment, **supply** **chain** visibility, and reporting capabilities.
* Expert in developing **SAP** reports and dashboards to provide real-time tracking of **sales performance, inventory** **status** and **order fulfillment** metrics for data-driven decision-making.
* Successfully managed full-cycle **SAP** implementations, ensuring business processes were aligned with system configurations, meeting both technical and business requirements to deliver optimal results.

**TECHNICAL SKILLS:**

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| --- | --- |
| **SAP Modules** | SAP SD (Sales and Distribution), SAP MM (Materials Management), SAP EWM (Extended Warehouse Management) |
| **Business Processes** | Order-to-Cash (OTC), Procure-to-Pay (P2P), Pricing, Billing, Invoicing, Goods Receipt, Purchase Requisitions, Inventory Management, Sales Order Processing, VMI |
| **SAP Integration** | SAP SD-MM Integration, SAP MM-EWM Integration, SAP SD-FI Integration, SAP EWM-legacy system Integration (IDocs, BAPIs) |
| **Configuration Skills** | Pricing Procedures, Order Types, Inventory Management, Batch Determination, Warehouse Management, Account Determination, Availability Check, Delivery Scheduling, MRP, Billing Plans |
| **Enhancement & Customization** | Custom SAP Solutions, User Exits, BADIs, Custom Pricing Routines, Custom Reports, Custom Fields, Custom Routines, Custom User Interfaces |
| **Reporting & Dashboards** | SAP Reports, SAP Dashboards, Sales Performance Tracking, Inventory Status, Order Fulfillment Metrics |
| **Warehouse Management** | Warehouse Structure Configuration, RF Framework, Cross-Docking, Wave Management, Put-Away Strategies, Stock Movement, Inventory Tracking |
| **Master Data Management** | Customer Master Data, Material Master Data, Vendor Master Data, Info Records, Master Data Configuration for SD, MM, and EWM modules |
| **Procurement & Inventory** | Purchase Orders, Purchase Requisitions, Inventory Replenishment, Automatic Reservation, Stock Transfer, Consignment, Subcontracting Processes |
| **Billing & Invoicing** | Intercompany Billing, Invoice Verification, Automatic Billing, Pro Forma Invoices, Credit/Debit Memos, Invoice Printing, Billing Types |
| **Logistics & Supply Chain** | Goods Movement, Cross-Functional Workshops, Order Fulfillment Optimization, Real-Time Inventory Synchronization, Stock Updates |
| **SAP S/4HANA** | S/4HANA SD, MM, EWM Configuration, Fiori Apps, OData services, CPI, SAC |

**PROFESSIONAL EXPERIENCE:**

**Client: Ford Motor Company, Dearborn, MI Aug 2023 – Present**

**Role: Sr. SAP Consultant**

**Responsibilities:**

* Configured **pricing** and availability checks within the **SAP SD** module to ensure accurate order processing and improve customer satisfaction by integrating real-time data for reliable and efficient transaction management.
* Developed custom enhancement points for automatic **batch determination** in **SAP EWM** to minimize errors during inventory transfers and stock movements.
* Led the configuration and enhancement of the **SAP SD** module, including sales order processing, credit management, and **ATP (Available to Promise)** checks to support efficient sales operations.
* Implemented inventory management strategies, including automatic reservation and movement types configuration, to maintain optimal stock levels.
* Configured SAP S/4HANA core modules to meet specific client needs, including master data setup, transaction processing, validation rules, and reporting structures, with a focus on performance optimization.
* Integrated functionalities between **SAP MM** and **EWM** to automate goods movement processes and ensure real-time, accurate stock updates during the creation and processing of sales orders and deliveries.
* Designed user-friendly interfaces for streamlined **sales order entry**, incorporating custom fields and screen modifications to enhance usability and efficiency for end users.
* Configured **inbound logistics** in **EWM** to facilitate seamless goods receipt processes, including advanced put away strategies and automated warehouse tasks.
* Created comprehensive and detailed functional specifications for **custom enhancements**, including pricing routines and order type controls, to effectively address complex business scenarios.
* Managed the integration of **SAP EWM** with legacy systems to enable enhanced data exchange, utilizing **IDocs** and **BAPIs** to automate both inbound and outbound logistics processes seamlessly.
* Configured **batch split** during outbound delivery processing in **EWM** to optimize picking operations and ensure accurate inventory tracking.
* Developed integration scenarios between SAP S/4HANA and external systems using technologies such as IDocs, BAPIs, OData services, and SAP Cloud Platform Integration (CPI).
* Implemented **pricing procedures** to accommodate vendor-specific conditions and discounts, integrating these seamlessly into procurement and invoice verification workflows.
* Configured **consignment** and **subcontracting** processes within **SAP MM** to handle complex procurement scenarios, enabling automated goods issue and receipt postings to streamline operations.
* Enhanced the **delivery processing** capabilities by implementing custom routines to manage partial and collective deliveries, thereby minimizing manual adjustments and errors.
* Configured automatic posting mechanisms for **goods receipt** and **invoice verification** in **SAP MM**, linking directly with **SAP EWM** to ensure real-time synchronization of inventory updates.
* Provided post-go-live support and issue resolution for S/4HANA systems, including root cause analysis, defect tracking, performance tuning, and system stabilization.
* Coordinated and facilitated cross-functional workshops involving **logistics, sales** and **procurement** teams to gather requirements and ensure alignment of processes for comprehensive solution design.
* Customized the end-to-end sales process within **SAP SD** to include order confirmations, scheduling agreements and billing plans, integrating flexible pricing conditions and **output** **determination** to meet complex business needs.
* Implemented **VMI** (Vendor Managed Inventory) processes to support supplier collaboration and inventory visibility.
* Customized **warehouse order creation** rules in **SAP EWM** to optimize resource allocation during high-demand operational periods, improving efficiency and throughput in warehouse activities.
* Enhanced the sales reporting process by developing custom queries and dashboards within **SAP**, enabling tracking and analysis of key sales performance metrics for data-driven decision-making.
* Configured **material availability** checks and backorder processing within **SAP** to enhance customer satisfaction by ensuring timely and accurate order fulfillment.
* Developed automated workflows to facilitate **purchase order approvals** and efficient posting of goods receipts, streamlining the **procurement** process and improving overall transaction accuracy.

**Environment:** SAP SD, SAP EWM, SAP MM, SAP S/4HANA, IDocs, BAPIs, ATP, Batch Determination, Pricing Procedures, Custom Enhancements, Sales Order Processing, Credit Management, Inventory Management, Warehouse Management, Custom Fields, Screen Modifications, Inbound Logistics, Put Away Strategies, Goods Receipt, Goods Movement, Order Type Controls, Consignment, Subcontracting, VMI, Material Availability Checks, Backorder Processing.

**Client: Johnson & Johnson, New Brunswick, NJ Nov 2020 – Jul 2023**

**Role: Sr. SAP Consultant**

**Responsibilities:**

* Spearheaded the end-to-end implementation of the **SAP SD** module, configuring pricing, billing, and invoicing processes, while integrating with **MM** and **EWM** for streamlined sales order management and inventory handling.
* Managed the full lifecycle of **order-to-cash (OTC)** processes by setting up customer master data, pricing conditions, output determination and delivery scheduling to optimize the entire sales cycle.
* Led data validation efforts during S/4HANA cutover, including record-level verification, column mapping, pre/post-load reconciliation, and cross-checking against FSD rules.
* Ensured data conformity with defined business processes and collaborated with functional teams to address inconsistencies. Demonstrated strong ownership, proactive communication, and timely delivery of quality data conversion tasks.
* Integrated **SAP SD** with **MM** for cross-module functions such as third-party sales, intercompany sales, and procurement to facilitate accurate inventory and financial reconciliation.
* Implemented **SAP EWM** functionalities such as warehouse structure definition, bin management and **RF** framework to streamline warehouse operations and inventory accuracy.
* Configured **outbound** and **inbound delivery** processes within **EWM** to support efficient goods movement, including picking, packing, staging and shipping activities.
* Integrated **SAP MM** with **EWM** for automated stock transfer orders, goods receipt processes and inventory synchronization between central warehouse and regional depots.
* Implemented **consignment processing**, configuring consignment fill-up, issue, and return processes to optimize stock levels.
* Participated in the design and governance of organizational change management and training strategies to drive user adoption and smooth transition to SAP S/4HANA.
* Configured vendor master data and procurement processes within the SAP MM module to streamline purchase requisitions, purchase orders and inventory replenishment.
* Customized **billing** and invoicing processes, including intercompany billing, to support seamless financial operations and precise **revenue recognition** across multiple business units.
* Conducted user acceptance testing **(UAT),** facilitating stakeholder reviews to ensure functional requirements, system behavior, and process alignment were validated and met.
* Supported data migration activities by mapping legacy data structures to **SAP** tables and verifying data consistency post-migration for **SD, MM** and **EWM** modules.
* Designed end-to-end reporting and dashboard solutions using SAP S/4HANA Embedded Analytics, SAP Fiori apps, and SAP Analytical Cloud (SAC) for real-time data visibility.
* Optimized **inventory management** by configuring cycle counting processes and setting up automatic replenishment triggers for critical warehouse items, improving stock accuracy.
* Conducted performance analysis of custom and standard transactions in SAP S/4HANA and recommended optimizations leveraging HANA in-memory capabilities for improved efficiency.
* Managed **SAP EWM** warehouse processes, including cross-docking and wave management, to enhance logistics efficiency and improve order fulfillment rates, reducing lead times.
* Managed **master data** configuration, including **material master, vendor master** andinfo records, ensuring accurate **inventory levels** and **procurement** efficiency across the system.
* Configured automatic account determination in **SAP MM**, ensuring **inventory movements** and **financial transactions** were accurately posted into the **General Ledger** for financial integrity.
* Implemented **invoice verification** settings, including tolerance limits, automatic invoice blocking and three-way matching, ensuring compliance with financial policies.
* Troubleshot and resolved issues related to **SAP SD pricing** inconsistencies, **MM procurement** errors **and** EWM **warehouse discrepancies** to maintain system integrity.

**Environment:** SAP SD, SAP MM, SAP EWM, SAP FICO, SAP S/4HANA, Billing, Pricing, Invoicing, Integration, Master Data, Output Determination, Delivery Scheduling, Inventory Management, Warehouse Management, Procurement, Consignment, Data Migration, User Acceptance Testing, Account Determination, Invoice Verification, Financial Reconciliation, Cross-Module Integration, Cycle Counting, Wave Management, Cross-Docking.

**Client: DMart - Avenue Supermarts Ltd, Mumbai, India May 2018 – Sep 2020**

**Role: SAP Consultant**

**Responsibilities:**

* Configured **SAP SD master data**, including customer master, material master, pricing conditions, and output determination, ensuring alignment with business requirements and seamless integration across modules.
* Analyzed business requirements for the **Procure to Pay (P2P)** process and translated them into **SAP MM** configurations, including purchasing, inventory management and invoice verification.
* Implemented automatic **account determination** for material movements and invoice postings, ensuring accurate financial integration between **MM** and **FI** modules.
* Developed complex **SAP SD pricing** procedures, incorporating customer-specific discounts, rebates, surcharges and tax calculations to meet dynamic business needs.
* Managed the end-to-end configuration and customization of sales order processing, including sales document types, item categories, schedule line categories and **copy control** settings.
* Customized **material requirements planning (MRP)** parameters, including lot sizing, safety stock calculation, and procurement type settings to meet production demands.
* Configured **SAP MM batch management** and **serial number tracking** for materials, ensuring compliance with traceability requirements and enabling accurate inventory control.
* Streamlined and optimized the delivery and transportation processes by configuring **route determination**, shipping point determination, and delivery scheduling, enhancing logistics efficiency.
* Configured **vendor evaluation** criteria, integrating **quality, price** and **delivery performance** to facilitate strategic supplier selection and management.
* Performed configuration and testing for **billing** and **invoicing** processes, including intercompany billing, pro forma invoices and credit/debit memos, ensuring compliance with accounting standards.
* Configured **SAP MM procurement** processes such as purchase requisitions, purchase orders, contracts, and scheduling agreements, aligning system functionalities with business needs.
* Designed **inventory management** processes, including goods receipt, goods issue, transfer postings, and stock transfers, enhancing warehouse efficiency.

**Environment:** SAP SD, SAP MM, SAP FI, Pricing, SAP MRP, Batch Management, Serial Number Tracking, Route Determination, Shipping Point Determination, Delivery Scheduling, Vendor Evaluation, Billing, Intercompany Billing, Purchase Requisitions, Purchase Orders, Scheduling Agreements, Goods Receipt, Goods Issue, Stock Transfers.

**Client: Marico Limited, Mumbai, India Jun 2015 – Apr 2018**

**Role: SAP Consultant**

**Responsibilities:**

* Managed end-to-end implementation of the **OTC** cycle, including sales order creation, delivery processing, billing and invoice generation.
* Developed and customized **complex pricing** procedures, including condition types, access sequences and calculation schemas, to meet client-specific pricing strategies.
* Configured automatic **billing** processes, invoice printing and integration with financial accounting for streamlined revenue recognition and accurate financial reporting.
* Implemented **customer account groups, partner** **functions** and **customer hierarchy** structures to optimize customer data management and reporting.
* Customized billing types, billing plans and **account determination** procedures to support diverse billing scenarios.
* Developed custom reports using **SAP SD** standard tables and transaction codes, providing insightful data on sales performance, order fulfillment, and revenue trends.
* Configured **EDI** interfaces for automated data exchange between **SAP** and external systems, ensuring accurate order and invoice processing.
* Identified areas for process improvement within the **SAP SD** module, implemented enhancements through user exits and **BADIs** and performed rigorous testing to ensure optimal performance.

**Environment:** SAP SD, Pricing, Condition Types, Access Sequences, Calculation Schemas, Billing, Financial Accounting Integration, Customer Account Groups, Partner Functions, Customer Hierarchy, Billing Types, Billing Plans, Account Determination, Transaction Codes, EDI Interfaces, User Exits, BADIs.

**EDUCATION:** BTech in Computer Science and Engineering, June 2011 - May 2015 at JNTUH, India