

Job Description

Role: SAP SD Consultant

Location: Mumbai, India

Job Type: Full-time

About Us: Established in 2017 in the UK, Percipere is a Cloud ERP and enterprise technology consultancy operating across the UK, Middle East and India. We implement SAP Cloud ERP and Acumatica, extend solutions through our proprietary technology and AI ecosystem and support customers beyond go-live. Our expertise spans manufacturing, wholesale and distribution, finance transformation, project-led engineering and construction, and selected financial services organizations. We deliver complex, high-value transformation programmes to senior finance, operations, supply-chain and technology leaders across global markets. We have ambitious growth targets and this role will be pivotal in helping us achieve them.

Experience Required: 4-6 Years

Role Requirement: We are looking for an SAP SD (Sales & Distribution) Consultant with 4–6 years of hands-on experience, including exposure to at least one full-cycle S/4HANA implementation or rollout. The ideal candidate will be comfortable handling fit-to-standard workshops, configuration, testing, and go-live support.

Job Responsibilities:

- Participate in Fit-to-Standard / Fit-Gap workshops to map business requirements to S/4HANA SD standard processes.
- Configure core SD processes: sales order management, pricing, availability check, credit management, billing, and outbound delivery.
- Collaborate with MM, FI/CO, and PP teams to ensure integrated order-to-cash processes (O2C).
- Support data migration activities (e.g., open sales orders, customer master, condition records) using tools like LTMC/LTMOM or Migration Cockpit.
- Prepare functional specifications for custom developments (forms, interfaces, enhancements) and coordinate with ABAP/technical teams.
- Drive SIT/UAT cycles, prepare test scripts, and manage defect resolution.
- Support cutover activities and hypercare post go-live.
- Document configuration, process flows, and training materials.

Required Skills and Qualifications:

- 4–6 years of SAP SD experience with at least 1 end-to-end or rollout project on S/4HANA (On-Premise or Public/Private Cloud).
- Strong hands-on configuration experience in: Sales Order Processing, Pricing Procedures, Output Determination, Credit Management, Billing (including Intercompany billing), Shipping & Delivery processes.
- Working knowledge of S/4HANA simplifications in SD (e.g., simplified pricing, real-time integration with FI, embedded analytics via Fiori).
- Exposure to Advanced ATP (aATP), Advanced Intercompany sales is a strong plus.
- Understanding of integration points with MM (Procurement), PP (Production) and FI/CO (Revenue Recognition, Billing).
- Experience with third-party/intercompany sales processes, consignment, or returns processing is mandatory.
- Exposure to Fiori apps relevant to Sales
- Familiarity with SAP Activate methodology, SSCUI-based configuration (for Public Cloud exposure), or classic SPRO/IMG configuration (for On-Premise/Private Cloud).
- Experience with data migration tools (LTMC, Migration Cockpit)
- Strong communication skills to lead workshops and interact directly with business stakeholders.

- Bachelor's degree in Engineering, Commerce or related field.

- **Preferred Skills**

- Hands on experience in Public cloud
- SAP S/4HANA Sales certification.
- Exposure to CPI/API/ EDI/IDoc-based interfaces.
- Experience working in offshore-onshore delivery models with UK/US/EU clients.
- Support Advanced Available-to-Promise (aATP) configuration, including product allocation and backorder processing, where applicable.

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