Name:	**KMJ**
Position:	SAP SD/LE SME Functional Consultant/Project manager
Year of Birth:	1966
Education:	2000 SAP- LO150 Basic SD, SAP DK Training Center, Copenhagen 2000 SAP- LO610 Shipping, SAP UK, Manchester 2000 SAP- LO611 Transportation, SAP UK, Manchester 2015 Academic Professional Degree in Leadership and Management
Management experience:	19 years with SAP SD/LE, Team leader, Project manager
Profile:	Technical Team lead specialized in SAP SD/LE. Strong related competence in data analysis and data security (SOX), system analysis/design/integration and converting. Primarily focus on implementation of SAP in sales companies worldwide with a deep knowledge of business analysis and working process. The consultant has vast experience in acting as a link between the company and the hardcore developers. He normally participates in the whole process from need analysis, business analysis, roll-out, test face (integrations test), education of superuser, go live and the post go-live support.

Key Qualifications:

- **Business analysis/SAP SD/LE (AFS / Retail)**
Has worked with business analysis in regards to the implementation of SAP in bigger companies. Changed business processes in order to achieve the best results for the company.

- **Advisory/SAP SD/LE (AFS / Retail)**
Advisory in the module SAP SD has been a big part of the daily work.

- **Implementation/SAP SD/LE (AFS / Retail)**
Has participated in 24 different implementations around the world primarily within sales companies, but also at production plants and in countries where the CS (Service) module was used.

- **Technical Project manager/System analysist/Designer**
In regards to the SAP implementations I have served as the technical project manager. This also involved the analysis part where we needed to compare the old system to SAP and ensure that old data and all history would be kept in SAP.

- **Data conversion/Data analysis**
Data extraction has been a crucial task in regards to the conversion of data from the old system (AS/400) to SAP. Firstly, I validated the data, did some clean-up when necessary and then extracted the data in

a proper and safe format. Afterwards, I validated the data in order to secure a safe upload in SAP. The data then received another x-check in SAP to ensure the optimal result in SAP.

- Support/Error correction
One of the larger tasks within an SAP implementation is the "Post go live" phase. It is crucial to support the company in a professional way as the system can only be as efficient as its users and the data stored within. If errors appear they will quickly get corrected and documented.

- Data security/SOX
For 3 years I have been working under the SOX data security and did so as ICM (Internal Control Manager) for SOX audit. In this context I worked with Deloitte & Touché and KPMG, who did the audit on the system.

Industries
Production companies within Hydraulics, Clothing, Windows, Shoes and Retail
Shipping/ Distribution companies
Avionics / Military.

Managerial functions	(IT) Infrastructure
Technical project manager	Through several roll-outs of SAP in different companies, I served as technical team leader in different locations like Oslo, Gouda (NL), Madrid and Manchester (US)
System administrator	For 2½ years I worked as system administrator on AS/400 mainframe. It was a "homemade" piece of software which was replaced with SAP. 13 companies used the system worldwide. My task consisted of daily support, maintenance and delivery of data extract for the implementation of SAP
Application Architect	Under this title I served as the connection between the company and the senior consultants in order to ensure the perfect cooperation and solution.
Technical work manager	I served as the technical work manager at a big shipping agency responsible for 75 drivers, 128 lorries and the daily work in the workshop.
Dok leader	Dok leader of a team of 6-8 people responsible for the phase inspection of a F16 fighter plane in the Royal Danish Air force. Part of the job also involved quality inspection of maintenance done by others.

IT-Competences

SAP SD/LE (AFS / Retail)	Experience in SAP SD from analysis, customizing the system, error correction, optimizing, education and support. SD includes: Quotation, contract, order, delivery, invoicing, returns, credit, consignment sale, intrastat, 3rd and 4th party flow, intercompany invoicing, ATP, MRP, ARM, service module, output, master data, idoc, EDI, LSMW, pricing and taxes, SOLMAN. HANA1610,1709 BRF+, FIORI	Expert
Hand-over activities	Through my experience with implementing SAP, hand-over activities have been an important part of my job in so far as delivering the best solution to the customer providing them with value for their money.	Expert
SME Business analysis	Business analysis is a natural part of the roll-out tasks and a crucial part of the implementations I have been involved with. It is important that the analysis is precise from the beginning in order to correctly build SAP in the customizing phase.	Expert
Implementation	I was involved in 24 SAP implementations around the world, and have a vast knowledge of different cultures as well as the legal requirements and what local authorities require of a company.	Expert
Advisory SAP SD/LE (AFS / Retail)	It is vital to provide the correct advice from the start I order to achieve the best result. I have a vast expertise in translating the SAP language to a language ordinary people can understand, thus avoiding misunderstandings between the company and the consultants.	Expert
Technical Project Manager	This has been my title throughout a large number of various assignments I have solved. It is a question of managing the team correctly in order to ensure the project objective is met and properly tested before handover.	Expert

IT-Competences		
Working Processes/ Need Identification	This is a part of the analysis (blueprint) normally carried out in the beginning of a project in order to analyze the company's processes, determining the best combination of system setup and adjustment.	Extensive Knowledge
User test/Support/Error corrections	I have a vast knowledge within this area of go-live. As part of the implementation, a lot of tests need to be carried out and corrections made if needed. Post go-live will be the support phase, as a new system always require some kind of support at first.	Extensive Knowledge

Spoken languages	Level
Danish	Native language.
English	Speak and write fluent English.
German	Speak fluent and basic writing.
Scandinavian	Understand the language.

Project Experience

02.2008-
SAP SD Freelance (Own consulting company)
Task/Project description: Application Architect SAP SD/LE, consultant and project leader.
Operation: 28.11.2016 – Working at Danfoss building roll-out template on HANA1610, 1709 in SD/LE module, cutover activities, in role as SPOC (Single person of contact) in SD area. 17.10.2016 – 25.11.2016 Working at ECCO A/S Global shipment cost setup with account assignment. 01.08.2011 – 02.09.2016 Working at Solar A/S in there NL, DK and SE rollout as SAP SD/LE specalist. Upgrade project to SAP 6.17 version. 31.08.2009 – 28.07.2011 Was working at LEGO fulltime. Setup of new countries (RU, KR and JP) as sales companies. Also working on a new contract solution for their 2010 online game. Setup of revenue recognition, and credit card billing. LEGO is using IS Retail. 02.01.2009 – 03.04.2009 (one day a week) Working at LEGO helping out with small issues in the service module.

21.07.2008 – 27.08.2009 Working at Carlsberg DK in the build dep. working on change requests and developing new solutions.

01.04.2008 – 30.06.2008 Working at Danfoss DK in the support dep. mainly carrying out enhancements and improvements of the daily business.

12.2007-02.2008
Brightpoint
Task/Project description: Application Architect SAP SD/LE
Operation: In this role I ensured that the best solution was selected and also served as the connection between the company and the consultants. Unfortunately, the project stopped as the top management at Brightpoint decided to switch to another ERP system.
Result: One week before the first go-live the project was brought to a stop.

08.2007-11.2007
Sauer-Danfoss
Task/Project description: Implementation of SAP (FR and ES)
Operation: Implementation of SAP within sales companies in France and Spain. In Spain my role was technical project leader. The tasks involved everything from analysis of need and customizing of SAP to education, data conversion and support after go-live.
Result: Few issues after go-live. This was the first sales company to use consignment flow. The setup was done mainly to follow a global template, but needed a few adjustments due to legal requirements.

03.2007-07.2007
Sauer-Danfoss
Task/Project description: Implementation of SAP (BE and NL)
Operation: Implementation of SAP within sales companies in Belgium and Holland. In Holland the role was technical project leader. It involved everything from analysis of need, customizing of SAP, to education, data conversion and support after go-live.
Result: Few issues after the go-live. The setup was done mainly to follow a global template, but needed a few adjustments due to legal requirements.

09.2006-02.2007
Sauer-Danfoss
Task/Project description: Implementation of SAP (NO,SE and FI)
Operation: Implementation of SAP within sales companies in Norway, Sweden and Finland. In Norway the role was technical project leader. It consisted of everything from analysis of need, customizing of SAP, to education, data conversion and support after go-live. Norway also had a plant with service setup (CS) which included CO integration.
Result: Few issues after the go-live. The setup was done mainly to follow a global template, but needed a few adjustments due to legal requirements. Minor special tax and shipping issues were corrected in Norway due to its status as a "non EU" country.

01.2006-08.2006
Sauer-Danfoss
Task/Project description: Implementation of SAP (DK)
Operation: Implementation of SAP in sales company in Denmark, Ganløse. The role contained everything from, analysis of need, customizing of SAP, to education, data conversion and support after go-live. Ganløse was the first sales company to switch to SAP from the template, so a lot of adjustments were needed to fulfill the demands from both sides.
Result: This was a bigger project than first expected. The setup also included the whole service setup, software programming, production, plant and logistics.

06.2005-12.2005
Sauer-Danfoss
Task/Project description: Implementation of SAP (DK)
Operation: Implementation of SAP in sales company in Denmark, Nordborg. The role consisted of everything from analysis of need, customizing of SAP, to education, data conversion and support after go-live. One of my tasks was to extract data from the old AS/400 system and clean/correct data to upload into SAP.
Result: This was a big project with 80 consultants and 1200 users on SAP who needed education. Production plant was running on an old SAP R/2 and got converted to the new R/3. This brought about a few problems, because the system was initially built for their needs and now they had to follow a template.

11.2004-06.2005
VELUX Kolding
Task/Project description: Daily support and development of new functions in the CS module.
Operation: At VELUX my work was mainly done in the service CS module which was employed to give orders to the technicians and their needs in spare parts. Also the geocode function was built to plan the drive routes for the technicians to visit the customers.
Result: I was in the support dep. and did support of the CS module. Also worked on the interface on a mobile device for order handling.

11.2002-11.2004
Mascot A/S Silkeborg
Task/Project description: Improvement, support, and education. SAP SD/LE AFS
Operation: • At Mascot the job almost contained everything across all modules from SD, MM, PP and FI/CO. Only 5 people worked in the department which demanded that I become heavily involved in all modules. I worked on WM, inventory and COPA reports as well as developing the system for optimal performance. The company runs SAP AFS version which is especially designed for companies within apparel and footwear, clothes and shoes. I built 2 sales companies "Austria and Switzerland" located in the office in Denmark, but as separate legal entities.
Result: Gained extensive knowhow across all modules.

01.2000-11.2002
ECCO Sko A/S Denmark
Task/Project description: Implementation of SAP SD/LE AFS (DK, SE, NL, UK, US, CA og HK)
Operation: Implementation of SAP in sales companies in Demark, Sweden, Holland, UK, USA, Canada and Hong Kong. The role contained everything from analysis of need "Blueprint" to customizing SAP and finally education and port go-live support. The main area was in the SAP SD AFS module, from presales to shipping and invoicing.
Result: Implementation of SAP in all these countries required great personal skill for adjustment of my ways of educating and supporting.