

# Niels Christiansen

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## Summary

- A proven project manager and SAP Senior Functional Consultant with strong analytical and troubleshooting skills. By utilizing his sales, marketing and general business background – he quickly grasps strategic client needs and identifies effective solutions. He has strong project management skills and is able to establish a productive working relationship with clients on any level in the organization. He is certified in SD/MM hands-on configuration and has been implementing the SAP software for more than 20 years. His knowledge expands from order management to invoicing, including inter-company business, pricing, EDI and taxes. He has extensive knowledge on Data Migration across all functional modules and used several third-party tools. He has performed as test manager on several projects. He has experience in the Medical, Publishing, E-business, Graphics, Chemical, High Tech, and Oil Industries. He quickly adapts to a new business environment. He is detail oriented, organized and systematic with a demonstrated ability to deliver cutting edge, quality work on time.

## Key Skills

- Certified SAP consultant in SD and MM modules with considerable hands-on configuration knowledge
- Experience with SAP-CRM module
- Requirements Workshop Facilitator
- Agile Methodology
- Experience with Papertrail, Fullstory Applications used for B2B E-Commerce
- EDI experience with Idocs
- VAT and Sales Tax experience
- Intercompany experience
- Data Migration experience
- Vistex experience
- Winshuttle Super User
- Project manager and team lead
- Test manager
- Production Support manager
- Excellent time manager skills

## Experience

### **Corevist, Raleigh, NC, Project Manager**

**5/2017 – 5/2018**

- B2B Ecommerce project manager at Corevist. Integrating Web front store application with back-end SAP system. Clients are Honeywell, Crayola, Bioventus and Lord. They all have SAP as the back-office system. They all have a Web store front that connects to SAP for orders and invoices. Responsible for coordinating the customization of the clients shopping cart to meet business requirements with direct integration with SAP.
- The project manager role is to coordinate business requirements and enhancements, development and testing throughout the complicated IT landscape. Using agile methodology with sprints and scrum meetings.

### **IBM, Senior Consulting Manager (GBS)**

**10/2010 – 5/2017**

- An Intercompany consultant at Pfizer, integrating the plant activities with intercompany transactions within SAP.
- Order to Cash lead at John Wiley ERP project in New Jersey. Responsible for Business Partner, Order Management and Billing processes and corresponding configuration in SAP. Responsible for a team of 5-8 IBM resources.
- Assigned to Smith & Wesson from September 2013 to November 2015. This client went live with SAP in August 2013. Joined the "Hypercare" team with the purpose of fixing go-live issues. Worked primarily in the logistics area with shipping, picking and packing. Worked with the SAP Service Maintenance Module used for the repair

process. This client is using serial number functionality with several custom enhancements.

- Implemented SAP SD for Deep River another company owned by Smith & Wesson from May 2015 to November 2016. This role included being the test and cutover lead. Also included data migration from legacy systems to SAP.

Other IBM projects/teams:

- Tiger Team. Requests for proposals, estimation of resources and timelines based on defined scope.
- Jump Start Team. Project preparation and tools set up.
- Blue Harmony Customer Master Team.
- Sunoco. Project planning support.
- Mead Johnson. Test Lead for EDI platform conversion.

**Houghton Mifflin, SAP Order to Settlement Director**

**12/2006– 6/2010**

- SAP support for production environment
- Responsible for functional enhancements
- Harcourt migration and integration test manager
- Data Migration responsibility of Open Sales Orders using Winshuttle
- On-going data migration of orders, invoices, users, products using Winshuttle

**SAP America, SAP SD consultant**

**11/2002 – 12/2016**

- SAP Team Lead and consultant at various companies, KODAK, Deluxe, Teleflex

**Divine, SAP SD consultant**

**7/2001 – 10/2002**

- Test lead for EDI implementation at Pearson Education

**Commerce One, SAP consultant**

**5/2000 – 6/2001**

- SAP Consultant with expertise in MarketSet (Procurement application)

**Deloitte Consulting, Senior consultant**

**1/1995 – 12/1999**

- SAP Functional Consultant SD/MM/Taxes/Intercompany/Pricing

**Mobil Oil Europe, Marketing Coordinator**

**10/1989 – 12/1994**

- Project Team member for SAP roll-out in Denmark, Sweden, Norway and Finland.
- Managed a Support Team with Order Entry, Pricing, Cross Border Sales and EDI processing as focus areas.
- Responsible for all testing and training.
- Provided primary Sales and Marketing systems support to all European Mobil affiliates.

## **Training & Courses**

- SAP S/4 HANA Course (2016)
- SAP Fiori Course (2016)
- Various IBM Tools and Methodology Training (2011)
- Irise Training (January 2012)
- ASAP Certified (September 2001)
- SAP SD/MM Certified

## **Education**

- Master's Degree in Marketing, Copenhagen Business School, Denmark
- Bachelor's Degree in Economics, Copenhagen Business School, Denmark