

**Talha Kölük****SAP SD & RETAIL Consultant**

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[LinkedIn](#)**SAP Experience - Summary**

With 9 years of experience as an SAP Sales and Distribution consultant, I specialize in end-to-end sales processes including complex pricing, logistics execution, billing, and SD integrations with SAP and non-SAP systems. I have also built strong expertise in SAP IS-Retail over 6 years, covering POS integration, article master, promotions, and retail pricing concepts. I have hands-on experience delivering rollout and full-cycle S/4HANA projects as well as long-term AMS support engagements. In addition, I have implemented and supported Turkish e-solutions such as e-Invoice and e-Delivery, including XML mapping and integration scenarios.

Work Experience

Company Name	Job Title	Dates (Month/Year)
Delwork Bilişim	SAP SD / IS-Retail Consultant	02.2021 – Present
SPRO Teknoloji	SAP SD / IS-Retail Consultant	01.2018 – 01.2021

SAP Modules

Module	Module Name	Experience	Level
SD	Sales and Distribution	9 Years	Principal
RETAIL	Retail	6 Years	Principal

Skills and Competencies

Languages and Levels	English – C2 - Proficient
SAP Technologies	ALE Authorization Concepts Batch Data Communication (BDC) SAP CRM Data Migration EDI Enhancement Framework IDOC Invoicing IS-Retail LSMW OData Output Management POS Integration Pricing RFC REST APIs S/4HANA On-Premise SAP SD SAP S/4HANA SAP–Non-SAP Integration Variant Configuration Web Services
Programming	JSON SQL XML
Tools	MS Excel NETLOG SAP GUI Vertex

SAP Project Experience - Details

Customer	Haribo – Food & Beverage		
Project	SAP Logistics Rollout Project		
Project Duration	01.2025 – 03.2026	Project Type	Rollout
Role / Position	SAP Logistics Consultant		
Responsibilities / Deliverables	• Configured and supported Shipment processes. • Configured and supported Shipment Cost processes. • Implemented Turkish e-Invoice and e-Delivery processes. • Supported e-Invoice and e-Delivery enhancements via user exits. • Delivered IDoc-based interfaces and integration with NETLOG. • Designed and supported B/L and Packing List outputs. • Executed shipment creation activities using LSMW. • Provided go-live/live support and issue resolution.		
Technologies	SD, LE		

Customer	Cogne Acciai Speciali S.p.a. – Iron, Steel & Metals		
Project	SAP SD Rollout Project		
Project Duration	01.2025 – 08.2025	Project Type	Rollout
Role / Position	SAP SD Consultant		

Responsibilities / Deliverables	• Configured Variant Configuration to support product-specific sales scenarios. • Designed and supported end-to-end Sales Order processes including logistics and invoicing steps. • Implemented Turkish e-Invoice and e-Delivery processes and ensured compliance requirements. • Performed XML mapping activities for e-Invoice and e-Delivery integrations. • Configured and supported Intercompany sales processes. • Managed SD master data activities including customer master and SD material extensions; executed price uploads via LSMW. • Supported integration requirements using Web Services. • Provided SD Output Management configuration and go-live/live support.		
Technologies	SD		

Customer	YETI Coolers – Manufacturing		
Project	SAP SD AMS Support		
Project Duration	04.2023 – 08.2025	Project Type	Training
Role / Position	SAP SD Consultant		
Responsibilities / Deliverables	• Supported Sales Order processes and related SD configuration. • Supported Salesforce integration scenarios impacting sales execution. • Supported Vertex integration for VAT pricing and tax determination. • Performed issue analysis, troubleshooting, and resolution for SD incidents. • Coordinated with business stakeholders to validate fixes and changes. • Supported regression checks for SD-related changes. • Maintained operational continuity through ongoing AMS activities. • Provided documentation and knowledge transfer for recurring issues.		
Technologies	SD		

Customer	Aksa Enerji – Energy		
Project	SAP SD Enhancements and AMS Support		

Project Duration	01.2023 – 06.2025	Project Type	Training
Role / Position	SAP SD Consultant		
Responsibilities / Deliverables	• Delivered custom screen requirements to improve SD user experience and operational efficiency. • Configured and supported Sales Order processes. • Supported integration requirements using Web Services. • Executed Sales Order creation uploads using LSMW. • Delivered an Excel upload utility to support pricing maintenance (VK11). • Configured and supported SD Output Management. • Provided live support and incident resolution. • Supported Turkish e-Invoice operations in collaboration with Detaysoft.		
Technologies	SD		

Customer	Arçelik – Home Appliances & Electronics		
Project	SAP SD Enhancements and Support		
Project Duration	01.2022 – 12.2024	Project Type	Enhancement & Development
Role / Position	SAP SD Consultant		
Responsibilities / Deliverables	• Configured and supported Intercompany sales processes. • Designed and supported Complex Pricing scenarios. • Configured and supported Sales Order processes. • Supported integration requirements using Web Services. • Executed Sales Order updates using LSMW. • Provided functional support for SD processes and issue resolution. • Configured and supported SD Output Management. • Provided live support during critical business periods.		
Technologies	SD		

Customer	Şişecam – Glass & Ceramics
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Project	SAP IS-Retail Enhancements and Support		
Project Duration	01.2020 – 08.2024	Project Type	Enhancement & Development
Role / Position	SAP IS-Retail Consultant		
Responsibilities / Deliverables	• Supported Purchase processes within SAP IS-Retail. • Supported POS integration scenarios. • Managed and supported Article Master processes. • Supported Billing processes for retail operations. • Designed and supported Complex Pricing scenarios. • Supported Price Point management. • Performed issue analysis and resolution for retail operations. • Provided live support and stabilization assistance.		
Technologies	RETAIL		

Customer	Hasel Makina – Automotive		
Project	SAP S/4HANA Full-Cycle Implementation Project		
Project Duration	01.2022 – 12.2023	Project Type	Implementation
Role / Position	SAP SD Consultant		
Responsibilities / Deliverables	• Configured Variant Configuration to support configurable product sales. • Supported DMS integration requirements impacting SD processes. • Designed and configured Sales Order processes. • Supported integration requirements using Web Services. • Configured and supported SD Output Management. • Provided go-live and live support during stabilization. • Configured and supported SD Contract processes. • Implemented the Prodea e-solution package and supported related operational processes.		
Technologies	SD		

Customer	Doğan Holding – Holding Company		
Project	SAP SD Enhancements and Support		
Project Duration	01.2021 – 12.2022	Project Type	Enhancement & Development
Role / Position	SAP SD Consultant		
Responsibilities / Deliverables	• Configured and supported Intercompany sales processes. • Designed and supported Complex Pricing scenarios. • Configured and supported Sales Order processes. • Supported integration requirements using Web Services. • Provided functional support for SD processes and issue resolution. • Configured and supported SD Output Management. • Supported business users during operational issues and peak periods. • Provided live support and stabilization assistance.		
Technologies	SD		

Customer	Johnson Diversey – Holding Company		
Project	SAP SD Enhancements and Support		
Project Duration	01.2021 – 12.2022	Project Type	Enhancement & Development
Role / Position	SAP SD Consultant		
Responsibilities / Deliverables	• Configured and supported Intercompany sales processes. • Designed and supported Complex Pricing scenarios. • Supported JIT integration requirements using IDOC. • Supported integration requirements using Web Services. • Configured and supported Shipment processes and Shipment Cost processes. • Configured and supported Sales Order processes. • Provided functional support for SD processes and issue resolution. • Provided live support and stabilization assistance.		

Technologies	SD, LE
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Customer	Savcan Tekstil – Textile & Apparel		
Project	SAP SD Enhancements and Support		
Project Duration	01.2021 – 12.2022	Project Type	Enhancement & Development
Role / Position	SAP SD Consultant		
Responsibilities / Deliverables	• Configured and supported Intercompany sales processes. • Designed and supported Complex Pricing scenarios. • Configured and supported Sales Order processes. • Provided functional support for SD processes and issue resolution. • Configured and supported SD Output Management. • Supported business users with process and system questions. • Performed root-cause analysis for recurring issues. • Provided live support and stabilization assistance.		
Technologies	SD		

Customer	Telateks-Metyx – Textile & Apparel		
Project	SAP SD Enhancements and Support		
Project Duration	01.2021 – 12.2022	Project Type	Enhancement & Development
Role / Position	SAP SD Consultant		

Responsibilities / Deliverables	• Configured and supported Intercompany sales processes. • Configured and supported Pricing scenarios. • Configured and supported Sales Order processes. • Provided functional support for SD processes and issue resolution. • Configured and supported SD Output Management. • Supported business users during operational issues. • Performed analysis and documentation for change requests. • Provided live support and stabilization assistance.		
Technologies	SD		

Customer	Anatolia – Glass & Ceramics		
Project	SAP SD Enhancements and Support		
Project Duration	01.2021 – 12.2022	Project Type	Enhancement & Development
Role / Position	SAP SD Consultant		
Responsibilities / Deliverables	• Configured and supported Pricing and Sales Order processes. • Supported integration requirements using Web Services. • Delivered Complex Pricing enhancements using user exits and routines. • Provided functional support for SD processes and issue resolution. • Configured and supported SD Output Management. • Supported business users during operational issues and peak periods. • Performed root-cause analysis and coordinated fixes. • Provided live support and stabilization assistance.		
Technologies	SD		

Customer	– Paper & Packaging		
Project	SAP SD Enhancements and Support (Packaging Industry)		
Project Duration	01.2021 – 12.2022	Project Type	Enhancement & Development

Role / Position	SAP SD Consultant
Responsibilities / Deliverables	• Supported BW integration requirements impacting SD reporting and processes. • Supported CRM integration requirements impacting sales execution. • Configured and supported Intercompany sales processes. • Configured and supported Shipment processes and Shipment Cost scenarios. • Provided functional support for SD processes and issue resolution. • Configured and supported SD Output Management. • Supported Turkish e-Invoice and e-Delivery operations. • Implemented customer calculation logic for e-Invoice using user exits.
Technologies	SD, BI, CRM, LE

Customer	Gratis – Retail		
Project	SAP IS-Retail Enhancements and Support		
Project Duration	01.2019 – 12.2021	Project Type	Enhancement & Development
Role / Position	SAP IS-Retail Consultant		
Responsibilities / Deliverables	• Delivered IDOC integration for POS scenarios (WPUUMS and WPUBON). • Supported POS integration and related monitoring. • Configured and supported Promotion Management processes. • Supported Billing processes for retail operations. • Designed and supported Complex Pricing scenarios. • Supported Price Point management. • Performed issue analysis and resolution for retail operations. • Provided live support and stabilization assistance.		
Technologies	RETAIL		

Customer	DyDo Drinco Türkiye – Food & Beverage
Project	SAP SD Support Project

Project Duration	01.2018 – 12.2021	Project Type	Training
Role / Position	SAP SD Consultant		
Responsibilities / Deliverables	• Configured and supported Cross-Company and Intercompany processes across four companies. • Performed system analysis and contributed to solution design. • Supported Product Allocation scenarios. • Provided functional support for SD processes and issue resolution. • Supported business users with process and system questions. • Performed root-cause analysis for recurring issues. • Coordinated testing and validation for changes. • Provided live support and stabilization assistance.		
Technologies	SD		

Customer	Çelik Motor – Automotive		
Project	SAP SD Integration and Pricing Enhancements		
Project Duration	01.2018 – 12.2021	Project Type	Enhancement & Development
Role / Position	SAP SD Consultant		
Responsibilities / Deliverables	• Supported online integration projects impacting SD sales processes. • Contributed to a Master Data Consolidation initiative from an SD perspective. • Supported a Fiori-related project as an SD process consultant. • Designed and supported complex SD rebate scenarios for dealers and rental sales. • Designed and supported Complex Pricing scenarios. • Performed requirement analysis and solution design for pricing changes. • Coordinated testing and validation with business stakeholders. • Provided support during deployment and stabilization.		
Technologies	SD, Fiori		

Customer	Duran Doğan – Paper & Packaging		
Project	Dudo UK Rollout Project		
Project Duration	01.2018 – 12.2021	Project Type	Rollout
Role / Position	SAP SD Consultant		
Responsibilities / Deliverables	• Performed SD process configuration aligned with rollout requirements. • Supported ALE-related integration activities. • Coordinated testing and validation for configured processes. • Supported cutover preparation activities. • Provided live support during rollout and stabilization. • Assisted business users with process guidance and issue resolution. • Documented configuration and operational procedures. • Supported continuous improvements post-rollout.		
Technologies	SD		

Customer	Duran Doğan – Paper & Packaging		
Project	Dudo EBA Integration Project		
Project Duration	01.2018 – 12.2021	Project Type	Integration
Role / Position	SAP SD Consultant		
Responsibilities / Deliverables	• Supported Web Service integration requirements. • Performed SD process configuration aligned with integration needs. • Supported EBA integration activities and coordination. • Coordinated testing and validation with technical and business teams. • Supported deployment preparation and cutover activities. • Provided live support during go-live and stabilization. • Documented integration flows and operational procedures. • Supported continuous improvements post-integration.		
Technologies	SD		

Customer	Orhan Holding – Holding Company		
Project	SAP SD Integration and Support		
Project Duration	10.2019 – 12.2019	Project Type	Enhancement & Development
Role / Position	SAP SD Consultant		
Responsibilities / Deliverables	• Supported IDOC integration requirements. • Configured and supported Scheduling Agreements. • Supported Handling Unit Management processes. • Performed issue analysis and resolution for SD-related incidents. • Coordinated with stakeholders for testing and validation. • Supported documentation and knowledge transfer. • Provided live support during operational periods. • Assisted stabilization activities post-change deployment.		
Technologies	SD		

Customer	Aktül Kağıt – Paper & Packaging		
Project	SAP S/4HANA Full-Cycle Implementation Project		
Project Duration	02.2019 – 07.2019	Project Type	Implementation
Role / Position	SAP SD Consultant		
Responsibilities / Deliverables	• Performed system analysis and contributed to solution design. • Implemented IDOC integrations (DELVR01 and SHPCON). • Defined new sales document types to meet business requirements. • Supported RFC and Web Service integration scenarios. • Mapped Turkish e-Invoice XML with Foriba. • Implemented core SD functionalities including Shipping processes. • Configured Pricing and developed pricing routines. • Configured and supported SD Output Management.		
Technologies	SD		

Customer	Yilgenci – Iron, Steel & Metals		
Project	SAP S/4HANA Full-Cycle Implementation Project		
Project Duration	01.2017 – 01.2019	Project Type	Implementation
Role / Position	SAP SD Consultant		
Responsibilities / Deliverables	• Performed system analysis and contributed to solution design. • Configured Variant Configuration and related procedures. • Implemented core SD functionalities aligned with business requirements. • Configured and supported Shipping processes. • Configured Pricing and developed pricing routines. • Supported BOM-related requirements impacting sales and delivery. • Configured and supported SD Output Management. • Supported testing, go-live preparation, and stabilization activities.		
Technologies	SD		

Education

Degree	School Name	Department	Dates
	Marmara University	Electrical and Electronics Engineering	2013 - 2017

Additional Information

Work Model	Remote
Available From	Immediately