

## SAP O2C Business Solution Architect

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Company: Epam

Location: Poland

Category: computer-and-mathematical

### Description

#### ABOUT THE ROLE

We are looking for an SAP O2C Business Solution Architect to become a part of our tight-knit EPAM team and engage in technology-driven activities. As an SAP O2C Business Solution Architect, you will be granted a fascinating opportunity to work in a leading software engineering and IT consulting company. If you want to gain vast professional experience and enrich your knowledge welcome on board.

With a relationship of close to thirty years with SAP, EPAM have been on the engineering side of SAP for many of their enterprise product releases, helping them engineer their product and helping them to go to market over the decades.

EPAM are now looking to add a consulting arm to our award-winning engineering services.

#### Responsibilities

Run SAP pre-sale and implementation project governance and delivery, including business requirements adjustment and development, fit-gap analysis, process and organizational change, troubleshooting and root cause analysis

Support assessment of current customer solutions and potential areas of opportunity for SAP solution implementation

Support adjustment and development of Order-to-Cash (O2C) functional requirements and

identification of related IT and business enablers from the initial point of view around customer initiatives to the final blueprint as a base for SAP implementation

Support account planning activities to build the customer vision based on the solution scope

Drive architecture governance and methodologies to ensure consistency, communication, and cooperation across the O2C domain of architecture

Partake in the customer engagement lifecycle and act as an integral member of the account engagement team

Define and integrate business, data, application, and the technical O2C architecture domain

Lead/support the target architecture & customer roadmap development and maintain alignment with SAP solutions

Stay up to date about O2C improvement trends and the actual SAP portfolio of related solutions to formulate a customer roadmap

Estimate work efforts associated with the O2C process and related organizational design improvement, SAP technical configuration and development

### **Requirements**

Ability to identify O2C-related business opportunities and solution gaps, as well as develop gap closure options

Capability to present SAP features and innovations filtered and focused on potential customer needs related to the O2C domain

Experience in O2C business architecture development with knowledge of related business processes, SAP solutions and delivery methodology

Understanding of SAP S/4HANA (Sales, Condition Contract Management) functionality

Knowledge of sales-related processes

Ability to align and effectively communicate with customer IT and business organizations

### **Nice to have**

High-level understanding of several SAP products capabilities, functionality, and technologies:

SAP S/4HANA (SCM), SAP CAR, CARABs, C4C, Order Management Foundation and BTP

High-level understanding of SFA and CRM-related processes

High-level understanding of 4P framework, pricing strategies, CVP and CEE creation approaches and Lean methodology

Knowledge of sales process cycle, account, and go-to-market planning in IT service sales

Expertise in frameworks: PMP, SAP Architectural and Design Thinking and TOGAF

### **We Offer**

**We gather like-minded people** : Friendly team and enjoyable working environment

Engineering community of industrys professionals  
Chance to work abroad for up to 60 days annually  
Relocation within our 50+ offices

**We provide growth opportunities** Outstanding career roadmap Leadership

development, career advising, soft skills and well-being programs  
Certification (GCP, Azure, AWS)  
Unlimited access to LinkedIn Learning Language classes on English and Polish for foreigners

**We cover it all** : Stable income (Employment Contract) Participation in the Employee Stock

Purchase Plan Referral bonuses Benefits package (health insurance, multisport, shopping vouchers)  
Strategically located offices featuring entertainment and relaxation zones, table tennis and football, free snacks, fantastic coffee, and many more  
Corporate and social events

We may contact chosen candidates only

### **About EPAM**

EPAM is a leading global provider of digital platform engineering and development services.

We are committed to having a positive impact on our customers, our employees, and our communities. We embrace a dynamic and inclusive culture. Here you will collaborate with multi-national teams, contribute to a myriad of innovative projects that deliver the most creative and cutting-edge solutions, and have an opportunity to continuously learn and grow. No matter where you are located, you will join a dedicated, creative, and diverse community that will help you discover your fullest potential

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