



Georgios Fylaktos

SAP CCM / SD Consultant

CONTACT

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📍 Melissia, Athens, Greece

LANGUAGES

Greek

Native



English

Professional fluency



German

B1 — Intermediate



PROFILE

Results-driven SAP Consultant with deep, long-standing expertise in **Condition Contract Management (CCM)** and **Sales and Distribution (SD)**. Certified in both Order Fulfillment and Procurement, with a comprehensive understanding of cross-functional logistics workflows. Nearly two decades in the SAP ecosystem, delivering end-to-end greenfield implementations, cross-module integrations (SD/MM/Healthcare) and high-profile global template rollouts, working with global consultancies (**Accenture, IBM**) and market leaders across Pharmaceuticals (**Sanofi**), Consumer Goods (**PZ Cussons, Reckitt, BAT**), Energy, Healthcare, Beverage and Manufacturing. Skilled at turning complex commercial agreements, automated self-invoicing flows, local tax and regulatory frameworks, and pricing structures into scalable SAP solutions on both **ECC 6.0** and **S/4HANA**.

18+

years in SAP

13

major projects

2

SAP certifications

EXPERIENCE

- SAP CCM Consultant** **CURRENT** 04/2022 - Present
Sanofi — iShift Program · Global / Remote · Freelance
 - **Core model rollout.** Leading the deployment of the SAP S/4HANA CCM core model across several waves of country rollouts (Brazil, GSA) for a major global pharmaceutical company.
 - **Condition Contract Management.** Managing the localization and configuration of condition contracts, aligned with regional market regulations and global corporate compliance.
 - **Fit-gap analysis.** Running workshops with international stakeholders to assess local gaps, protecting the global template while accommodating critical market specifics.
- SAP SD Consultant** 05/2026 - 07/2026
Nova — System Support · Remote · Freelance via Fasma Consulting
 - **Billing plans.** Configured SD billing plans for project-based invoicing.
 - **SD / MM integration for services.** Integrated SD and MM processes for the procurement and sale of services.
- SAP CCM Consultant** 10/2025 - 06/2026
Olympic Brewery · Athens, Greece · Freelance via DD Synergy
 - **End-to-end implementation.** Drove the full lifecycle implementation of SAP S/4HANA Condition Contract Management (CCM), tailored to the commercial and trade promotion needs of the brewery sector.
 - **Solution design & configuration.** Configured condition contract types, pricing structures, settlement processes and accounting integrations to automate complex customer rebate agreements.
 - **Business process alignment.** Translated commercial policies and volume-based discounts into automated SAP pricing and settlement workflows, reducing manual work and revenue leakage.
- SAP SD Consultant** 02/2020 - 02/2022
Kri Kri — System Support · Greece · Freelance via IBM
 - **SD system support.** Provided application support for SAP SD processes, resolving incidents and handling change requests across order processing, pricing and billing.

SAP CCM Consultant

01/2020 - 01/2021

Chipita · Athens, Greece · Freelance via IBM

- **ECC 6.0 CCM implementation.** Configured and deployed Condition Contract Management in an SAP ECC 6.0 environment to optimize trade promotion and rebate structures.

SAP CCM Consultant

06/2020 - 09/2020

Heron · Athens, Greece · Freelance via IBM

- **Self-invoicing process design.** Designed and configured an automated self-invoicing process on the CCM framework to streamline settlement cycles in the energy sector.
- **Process automation.** Eliminated manual settlement discrepancies by mapping contract conditions directly to automated financial posting routines.

SAP SD Consultant

01/2018 - 01/2019

Reckitt Benckiser — Turbo Program · Athens, Greece · Freelance via IBM

- **Global template localization.** Led the SD localization and country rollout in Greece for Reckitt's global Turbo transformation program.
- **Business process alignment.** Mapped local commercial structures, distribution channels and sales flows to the requirements of a high-velocity global FMCG template.

SAP SD / CCM Consultant

01/2018 - 01/2019

Hellenic Glass Industry · Athens, Greece · Freelance via IBM

- **Greenfield implementation.** Delivered a full-lifecycle greenfield implementation of both the SD module and the CCM framework.
- **Functional architecture.** Gathered business requirements and designed the entire Order-to-Cash flow from scratch, establishing the foundation for pricing, billing and logistics.

SAP SD Consultant

10/2016 - 01/2018

British American Tobacco — TAO Program · Athens, Greece · Freelance via IBM

- **Global template localization.** Managed the SD localization and market rollout in Greece for BAT's global TAO transformation program.
- **Regulatory & tax configuration.** Configured highly regulated pricing procedures and country-specific billing compliant with the Greek tax authorities.

SAP SD Consultant

01/2017 - 12/2017

PZ Cussons — Eagle Program · Athens, Greece · Freelance via IBM

- **Global template rollout.** Delivered the SD deployment and market localization in Greece for PZ Cussons' global Eagle transformation program.
- **Template standardization.** Worked with regional and global streams to harmonize domestic supply chain and commercial processes into the unified enterprise template.

SAP SD Consultant

10/2015 - 10/2017

Singular Logic · Athens, Greece

- **Healthcare integration.** Designed and configured an integration between SAP SD and IS-Healthcare for the Hygeia Group (3 hospitals), automating patient invoice values against private and public insurance programs.
- **Retail support.** Delivered application support, configuration updates and process improvements for major Greek retailers, including Ariadni and Galaxias.



SAP SD / MM Consultant

08/2012 - 10/2013

Accenture · Athens, Greece

- **Global template rollout.** Functional consultant on the Telemobil rollout, aligning corporate templates with local requirements across logistics and sales.
- **Cross-functional support.** Provided 2nd and 3rd level application support for global clients including Diageo and TUI, resolving incidents across SD and MM.



SAP SD Business Analyst

02/2008 - 08/2012

Plaisio Computers · Athens, Greece

- **Support & troubleshooting.** Provided 1st and 2nd level functional support for SAP SD in a high-volume retail and e-commerce environment.
- **Functional configuration.** Delivered system enhancements and new configuration in SD master data, sales order processing and billing types.

EXPERTISE

SAP Settlement Management

Condition Contract Settlement (CCS)

Self-Invoicing (ERS)

Customer & Vendor Rebates

Chargebacks

Volume Discounts

ECC 6.0

S/4HANA

Cross-module & industry solutions

IS-Healthcare

Energy Billing

SD / MM Integration

Pricing Localization (Tax / Excise / FMCG)

Order-to-Cash

Delivery

Global Template Rollouts

Greenfield Setup

Application Support

Accenture & IBM Methodologies

CERTIFICATIONS

SAP Certified Application Associate — Procurement with SAP ERP 6.0 EHP6

Issued: Mar 2014

SAP Certified Application Associate — Order Fulfillment with SAP ERP 6.0 EHP5

Issued: Dec 2012

EDUCATION

MSc in Business Information Technology

University of Manchester Business School, UK · Graduated 2006

BSc in Business Administration

Athens University of Economics and Business · Graduated 2005

Specialization: Business Information Technology