

# Nikolai Popov

ERP Solution Architect | Functional Architect | Manufacturing & Mining | SAP CO/FI | TOGAF 9

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**SUMMARY:** ERP Solution Architect with 15+ years of full-cycle ERP delivery in manufacturing, mining, and FMCG applying structured implementation methodology (fit-gap analysis, blueprinting, iterative prototyping). Currently Functional Architect on two active international programs: LKZ Kazakhstan (locomotive manufacturing, Wabtec Corporation governance) and ITG Imperial Brands - ERP migration from SAP/QAD completed December 2024 across 11 domains including federal track-and-trace compliance. Led project teams of up to 30 people in cross-functional and international settings. SAP R/3 CO/FI delivery since 2006; currently completing C\_TS4CO\_2023 certification (exam: August 2026). Finance domain depth from 10 years as Chief Economist prior to ERP consulting career. TOGAF 9 (Course taken). Generated \$6M pre-sales pipeline through solution design and executive presentations.

**ERP Platforms:** SAP R/3 (CO/FI · CO-PA) | 1C:ERP Enterprise Management 2.x | 1C:WMS | 1C:Holding Management | BIT.Finance

**Architecture & Methodology:** TOGAF 9 | ARIS (eEPC) | As-Is/To-Be Process Design | Functional Specification | Solution Design | Integration Scoping

**Functional Domains:** Manufacturing Finance & Controlling | Production Costing | Cost Centre Accounting | Procurement-to-Pay | Warehouse & Logistics | Statutory & Management Accounting | Budgeting & Treasury

**Industries:** Manufacturing (Automotive · Chemical · Tobacco · Locomotive) | Mining & Processing | FMCG | Shipbuilding

## PROFESSIONAL EXPERIENCE

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**PROF-IT GROUP** (April 2017 – Present)

Moscow, Russia

*IT consulting firm specialising in ERP implementation for industrial enterprises.*

**Solution Architect - LKZ / JSC Lokomotiv Kurastyru Zauyty, Astana, Kazakhstan (July 2025 – Present)**

*700 employees · 150 ERP user count · 20 members team size · 4 milestones delivered to date prototyping, development, SIT/UAT, Go-live*

- Functional Architect for ERP implementation at a locomotive manufacturing plant operating under Wabtec Corporation (US) governance, with an international project team across Russia and Kazakhstan. Defined to-be business processes across production, warehouse, procurement, and accounting; coordinated requirements alignment across geographically distributed multinational stakeholders and supported knowledge transfer and process sign-off with local business owners.

**Solution Architect - International Tobacco Group (ITG, formerly Imperial Brands), Moscow & Volgograd (July 2022 – December 2024)**

*2 business unit count · 300 user count · 15 team size under direct lead · Timeline reduced: Core scope 6 vs. 8 months*

- Led ERP migration from SAP/QAD to 1C:ERP Corporate Management for International Tobacco Group - covering 2 business units across 11 functional domains: production, warehouse & logistics, statutory and management accounting, procurement, sales, PLM integration, electronic document management, track-and-trace, tax monitoring. Delivered over 2.5 years under multinational governance (Imperial Brands group); managed functional workstreams through full lifecycle - requirements elicitation, to-be design, functional specification, backlog management, UAT, go-live.

- Integrated Federal Tax Service systems (AIS Tax-3/GNIVC), national Track & Trace platforms (GIS MT, SUZ), PLM systems, Mobile Smarts warehouse platform, and shop-floor equipment - all regulatory compliance deadlines met. Coordinated stakeholder communication and end-user training across 300 users in two business units.

### Earlier PROF-IT projects:

- Solution Architect, Khimvolokno Plant, Hrodna, Belarus (Apr 2020–Mar 2022): ERP implementation for synthetic fiber manufacturing - budgeting, strategic planning, cost management, payroll & HR, and procurement (1C:ERP 2.4).

- Lead Consultant, United Shipbuilding Corporation, St Petersburg (Oct 2018–Apr 2020): Accounting integration and legacy financial data migration from 4 shipbuilding subsidiaries into centralised Shared Service Centre (1C:ERP 2.2, 1C:Holding Management). Program-wide scope: 10 plants.

- Lead Consultant, BelGee (Geely JV), Zhodino, Belarus (May 2017–Sep 2018): Full-cycle ERP implementation for Geely automobile production and distribution JV - budgeting, management accounting, treasury (1C:ERP 2.2).

**Express-Project LLC** (Feb 2017 - April 2017)

Moscow, Russia

### Consultant–Developer

- Implemented treasury and budgeting automation (BIT.Finance) for an international family office based in Cyprus - delivered in an English-language business environment.

**Koderline** (January 2015 – March 2017)

Moscow, Russia

**Consultant → Consultant-Developer**

- Multiple ERP and corporate finance automation projects on 1C platform across treasury, budgeting, management accounting, service management, and transport logistics. Key clients: Master Group, ALFA-Service, Stroytransgaz, Rukard-Aura, Avignon LLC.

**METINVEST HOLDING LLC** (June 2012 – June 2014)

Donetsk, Ukraine

**Controlling Expert, Finance Transformation Directorate - SAP Business Process Transformation Program**

- Business-side lead for SAP R/3 Controlling (CO) domain implementation. Modelled to-be processes in ARIS (eEPC notation) across cost planning, product costing, standard costing, actual cost accounting, and profitability analysis (CO-PA), including integration touchpoints with MM (goods movements, valuation) and SD (revenue recognition, CO-PA derivation). Managed test scenarios in SAP Solution Manager; validated SAP BW analytical reporting; supported CO go-live at trading business unit.
- Participated in integration testing (IT) and user acceptance testing (UAT) across CO and FI domains.

**PJSC Dokuchaevsk Flux-Dolomite Plant** (June 2002 – May 2012)

Donetsk, Ukraine

**Chief Economist (final role) | Progression: Economist (2002) → Head of Cost Management Centre (2006) → Chief Economist (2006–2012)**

- Business-side lead for SAP R/3 CO/FI module implementation: designed cost allocation methodologies, end-to-end product cost models covering the full production chain, and top-down/bottom-up budgeting processes. Managed Planning & Economic Department (6 FTE) and Cost Management Centre (5 FTE). Implemented analytical reporting using SAS platform.
- Reduced financial and operational reporting labour by 30% through implementation of automated cost accounting models and SAS-based analytical reporting

**EDUCATION**

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**Donetsk State Institute of Artificial Intelligence** (1999 – 2004)

Donetsk, Ukraine

Bachelor of Applied Science (Specialist) - Applied Mathematics

**CERTIFICATION / COURSES / LICENSES**

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**TOGAF® 9** | Course | Skill-Up Technologies | April 2022 | Credential ID: 3373119

**SAP C\_TS4CO\_2023** Controlling with SAP S/4HANA | In progress - exam scheduled: August 2026

**ADDITIONAL INFORMATION**

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Languages: English (B2 - professional working), Russian (native) | Open to relocation