

Nikolai Popov

Senior ERP Business Analyst | Systems Analyst | Full-Cycle ERP Delivery | Manufacturing & FMCG | TOGAF 9

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SUMMARY: Senior ERP Business Analyst with 15+ years of full-cycle ERP implementation delivery in manufacturing, FMCG, and mining. Finance and controlling domain depth from 10 years as Chief Economist before moving into ERP consulting - brings business-side fluency that most BA candidates develop on the IT side only.

Recently closed: ERP migration for Imperial Brands subsidiary (2 BUs, 300 users, 11 functional domains, federal regulatory compliance) - full requirements-to-UAT lifecycle under multinational governance. Currently active: locomotive plant ERP program (LKZ, Kazakhstan) under Wabtec Corporation (US) governance.

SAP R/3 CO/FI since 2006; SAP C_TS4CO_2023 in progress (exam: *August 2026*). TOGAF 9 Foundation course completed. Functional specification, as-is/to-be process design, backlog management, UAT - full BA lifecycle across all major projects. Work permit sponsorship required.

ERP Platforms: SAP R/3 (CO/FI · CO-PA) | SAP S/4HANA (migration awareness) | 1C:ERP Enterprise Management 2.x | 1C:WMS | 1C:Holding Management | BIT.Finance

Methodology & Delivery: Requirements Elicitation | Functional Specification | As-Is/To-Be Process Design | Backlog Management | UAT | Stakeholder Workshops | User Training | Process Decomposition | Gap Analysis | ARIS (eEPC, BPMN) | TOGAF 9 | ALM / Collaboration Tools (Jira, Confluence) | Integration Scoping | SQL

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

PROF-IT GROUP (April 2017 – Present)

Moscow, Russia

IT consulting firm specialising in ERP implementation for industrial enterprises.

Senior Business Analyst / Functional Lead - LKZ (JSC Lokomotiv Kurastyru Zauyty)

Astana, Kazakhstan (July 2025 – Present)

700 employees · 150 ERP users · 20-person functional team · International team across Russia and Kazakhstan · Wabtec Corporation (US) governance

- Led as-is/to-be process design across 4 functional domains: production, warehouse, procurement, and accounting
- Defined functional specifications and aligned requirements with distributed stakeholders across Russia and Kazakhstan
- Delivered to date 4 milestones: prototyping, development, SIT/UAT, Go-live

Senior Business Analyst / ERP Functional Lead - International Tobacco Group (Imperial Brands)

Moscow & Volgograd (July 2022 – December 2024)

2 business units · 300 ERP users · 15-person functional team under direct lead · Multinational governance (Imperial Brands group)

- Delivered full-cycle ERP migration from SAP/QAD to 1C:ERP across 11 functional domains: production, warehouse & logistics, statutory and management accounting, procurement, sales, PLM integration, electronic document management, track-and-trace, tax monitoring
- Led complete BA lifecycle across all domains: requirements elicitation, to-be process design, functional specification, backlog management, UAT, go-live
- Integrated Federal Tax Service systems (AIS Tax-3/GNIVC), national track-and-trace platforms (GIS MT, SUZ), PLM systems, Mobile Smarts warehouse platform, and shop-floor equipment - all regulatory compliance deadlines met

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, procurement (1C:ERP 2.4)
- Lead Consultant, United Shipbuilding Corporation, St Petersburg (Oct 2018–Apr 2020): Accounting integration and legacy financial data migration for 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 (February 2017 – April 2017)

Moscow, Russia

ERP and finance automation consultancy.

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)
IT consulting. ERP and corporate finance automation on 1C platform.

Moscow, Russia

Consultant → Consultant-Developer

- Multiple ERP and corporate finance automation projects 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

Large vertically integrated mining and steel group.

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

- Business-side lead for SAP R/3 CO domain: modelled to-be processes in ARIS (eEPC) across cost planning, product costing, standard costing, actual cost accounting, and profitability analysis (CO-PA)
- Managed test scenarios in SAP Solution Manager; validated SAP BW analytical reporting
- Participated in integration testing and UAT across CO and FI domains; supported CO go-live at trading business unit

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

Donetsk, Ukraine

Mining and processing enterprise.

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

- Business-side lead for SAP R/3 CO/FI 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)
- Reduced financial and operational reporting cycle time by implementing automated cost accounting models and SAS-based analytical reporting, freeing department capacity for real-time variance analysis

Automotive experience details

BELGEE (Geely Group Subsidiary)

Implementation project of an integrated enterprise architecture based on 1C:ERP for BelGee, a subsidiary of Geely, including:

- Manufacturing Execution System (MES)
- Quality Management System (QMS) for production quality control
- QMS for warranty claims and corrective actions management
- Supplier Quality Management (SQM) for automotive components
- Dealer Portal
- Supplier Portal
- SKD kit delivery lead time management
- Short-term production scheduling and order dispatching to MES
- After-sales service management

The project aimed to establish an integrated digital manufacturing environment covering the full operational lifecycle — from production planning and shop-floor execution to quality assurance and after-sales support.

Role

Lead Consultant responsible for:

- Budgeting
- Management Accounting
- Controlling
- Treasury Management

Responsibilities and Deliverables

Delivered the full implementation lifecycle, including:

- Functional requirements elicitation and stakeholder alignment
- Solution design and preparation of functional specifications for development
- System testing and validation
- Deployment and rollout activities
- User and technical documentation
- End-user training
- Hypercare and pilot production support during go-live

HEAT MOTORS RUS

Automotive distribution company specializing in:

- vehicle kits,
- spare parts,

- automotive components.

ERP implementation project focused on supply chain integration and EDI processes within the automotive ecosystem.

Role

Systems Analyst

Responsibilities

- Design, support, and enhancement of the EDI subsystem
- Master Data Management (MDM) for product catalog synchronization
- Integration processes for:
 - supplier purchase orders,
 - invoices,
 - Advance Shipping Notices (ASN)

The project involved automotive EDI workflows supporting just-in-time supply chain operations and standardized electronic document exchange between ERP systems and suppliers.

SaryarkaAvtoProm / Allur Group (Kazakhstan)

ERP implementation project for Allur focused on automotive manufacturing integrations, production planning, and supply chain synchronization.

Key Project Areas

1. Integration of SaryarkaAvtoProm systems with GPDS (Global Product Description System) based on GM methodology
2. Development of functionality for generation and transmission of COF files to manufacturing systems
3. Integration between ALC and enterprise systems for production event synchronization
4. Development and customization of Production Planning functionality
5. Development and customization of MRP (Material Requirements Planning) functionality
6. Integration of 1C:ERP with UzAuto systems using ASN-based logistics processes
7. Development of an integration interface between the GEPICS system and MES
8. Integration of 1C:ERP with GM and GWM enterprise systems

Role

Systems Analyst responsible for:

- MRP process implementation and optimization
- Supply chain and manufacturing integrations
- Integration MES GEPICS - 1C ERP

Responsibilities

- Integration with UzAuto ERP for inbound supply and shipment status tracking
- Parsing and processing automotive IDoc messages in 1C:ERP
- Parsing and processing automotive Event messages from GEPICS in 1C:ERP
- Synchronization of production and logistics data across ERP, MES, and OEM systems
- Support of manufacturing planning and material flow processes

The project required deep involvement in automotive manufacturing integrations, production planning, EDI/IDoc data exchange, and cross-system synchronization within OEM-grade supply chain processes.

EDUCATION

Donetsk State Institute of Artificial Intelligence

Donetsk, Ukraine

Bachelor of Applied Science (Specialist) - Applied Mathematics (1999 – 2004)

CERTIFICATION / COURSES / LICENSES

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

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