**CHRISTIAN MARTIN**

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**SUMMARY**

Experienced Pre and Post sales customer-facing Solutions IT Architect with 15+ years of experience in delivering enterprise-scale solutions. Well-versed in end-to-end software sales cycles. Focused on turning prospects into customers, and customers into loyal fans. Intuitive talent for identifying client needs and a passion for continuously delighting customers. Possessing an endless curiosity and the desire to learn new technologies and turn strangers into friends. Strong communication skills with demonstrated ability to influence prospects, peers, and C-level executives to take action. Extensive industry experience in Pharma, supply chain and manufacturing. Extensive SAP both technical and functional experience covering virtually all SAP modules.

**COMPETENCIES**

* SAP ERP / BW / BOBJ Solutions
* SaaS
* Cloud Infrastructure
* Solution Selling
* Project Management
* Mentor / Coach management Style
* Proof of Concept (POC)
* Project Implementation methodologies (ASAP) (SCRUM)
* Effective Communication from C-suite to shop floor
* Partnering with Stakeholders for the mutual benefit of all
* Out of the box solutions

**EXPERIENCE**

**Senior Solutions Architect**

SpeachMe <https://speach.me> 03/2019 - Current

* Lead pre-sales activities for enterprise level clients including qualification, discovery, POC’s, workshops, contribute knowledge to contract negotiations.
* Joined pre-sales team midway through underperforming POC cycle, effectively addressed the client’s concerns and directly contributed to closing of large 6 figure deal.
* Leveraged SAP ERP expertise to decrease onboarding time and increase overall value of solution.

**Senior Solutions Architect**

Parsable <https://www.parsable.com> 07/2018 - 03/2019

* Revitalized relationship of key account by examining gaps between client expectations, product implementation, and product capabilities.
* Supported technical aspects of sales process as well as building scalable ETL solution and designing and implementing a successful SAP/Parsable interface which gained us many more SAP clients.
* Proactively offered support, advice, and mentorship to junior level staff.

**Senior Pre-Sales Solutions Engineer**

Information Builders <https://www.ibi.com> 05/2017- 07/2018

* Managed sales process for enterprise-level clients with focus on manufacturing and financial services.
* Closed two six figure contracts from SAP prospect clients in financial services sector.
* Conducted testing and evaluation of solution to improve performance and usability.

**Senior Solutions Architect**

Aera Technologies (Formerly Fusionops) [https://www.aeratechnology.com/](https://www.aeratechnology.com/%20) 06/2014-05/2017

* Leveraged my extensive functional and technical SAP knowledge as most of our clients were SAP shops.
* Closed company’s largest seven figure contract by understanding prospects needs and executing a POC that effectively matched product benefits with business demands (merging JDA with SAP).
* Maintained a functional, efficient, and productive work environment focused on quality, communication, collaboration, integration, and teamwork.

**SAP Project Manager / Solution Architect**

Bourns Inc. <https://www.bourns.com/> 02/2001-06/2014

* Led the successful implementation of SAP across the global landscape from project plan to final implementation as well as migration efforts from various other ERP systems of companies we acquired
* Led 2 successful upgrades 4.6C and ECC6 (SPAU / SPDD) as well as the Euro Conversion
* Managed relationships with all stakeholders as well as internal and off-shore resources
* Managed and participated hands-on in the design and implementation of various projects in f SD MM FI CO PP SEM-BCS AA WM BI BOBJ EDI
* Maximized efficiency of both Purchase to Pay and Order to Cash resulting in both increased revenue and customer satisfaction
* Configuration of new Companies / Plants / Alternate / Special ledgers / House Banks
* Fast close (Consolidation / FX / IC Eliminations / Managerial reporting (Profit Center / Bus Area)
* Legal / Managerial Consolidation including Functional / Hard Currency and multi-step FX
* Revenue Recognition / Inventory in-transit / Proof of delivery
* Intercompany elimination / billing
* BI / BW / BOBJ (ETL / Data Modeling / Fail-safe Audit Trail / Process Flow PSA / DSO / Cubes)
* Designed / Deployed Real time analytics (fetch from ECC to BW in Real time to aid in fast FI close)
* Designed and implemented barcode capabilities within internal SAP system to improve Purchasing Production / Pick / Pack / Ship / WM efficiency; solution was resounding success and product teams considered launching it as an external product offering.
* Designed and deployed integrations for financial services clients including automating lockbox posting of AP cash disbursement thereby eliminating incorrect payments and potential fraud.
* Extensive experience with the Data Dictionary / ABAP / Debug / CMOD / SMOD / Function Module / BAPI / / BADI / Enhancement Point / User Exits / Object Oriented Programming

**EDUCATION**

**Masters of Business Administration (MBA)** - California Coast University

**Bachelor of Science in Business Administration** - California Coast University

**Associate of Science in Management Information Systems** – El Camino College

**Languages: English** (Professional Native Fluent), French (Intermediate)

**Computer Skills:** MS Office, AWS, SQL, Cloud Infrastructure, Document Management Systems (DMS), Database Architecture, Network Security