

Senior SAP SD Consultant — SAP S/4HANA

Order-to-cash is where an ERP migration becomes visible to customers. This mandate is for the SD consultant who owns pricing, billing and revenue recognition end-to-end — in the system, not in a deck.

SRX-2604	FILE REFERENCE
Senior	SENIORITY
Netherlands	LOCATION
35 days	MEDIAN SHORTLIST

SRX-2604 · ENGAGED MANDATE · PREPARED BY SERCXI

THE REMIT

Why this role exists now.

Dutch corporates and MKB companies are under pressure to migrate off SAP ECC before end of mainstream support. The transition touches order-to-cash, pricing, billing, revenue recognition — and, through them, the boardroom.

Sales and distribution is the module where migration risk becomes customer-visible. Pricing procedures and the condition technique rarely transfer cleanly; advanced ATP and revenue recognition change the design assumptions; and customer master, pricing conditions, open orders and contracts all have to survive cutover. Programmes that treat SD as configuration housekeeping discover the gap during dress rehearsal.

The client needs the SD authority the business trusts: someone who configures, tests and defends the order-to-cash design with sales, finance and logistics in the room.

FILE

CORRIDOR

Netherlands (EMEA)

SENIORITY

Senior · 10+ years

DISCIPLINE

Enterprise ERP

LANGUAGES

Dutch & English

WORK MODE

Hybrid — Netherlands

EMPLOYMENT

Full-time · Contract or permanent

LISTED

16 Aug 2026 · valid to 30 Nov 2026

WHAT THE ROLE CARRIES

- Own the functional architecture for order-to-cash, pricing, ATP, billing and revenue recognition through blueprint sign-off.
- Configure SAP SD hands-on in S/4HANA and lead unit, integration and UAT cycles.
- Lead fit-gap and blueprint sessions with sales directors, CFOs and supply chain managers.
- Configure pricing procedures, the condition technique, rebate processing and intercompany billing.
- Deliver S/4HANA SD innovations in scope: advanced ATP, Advanced Returns Management, revenue recognition (RAR) and Fiori apps.
- Lead SD data migration — customer master, pricing conditions, open orders, contracts and output management — and own cutover, dress rehearsals and hypercare.
- Conduct solution reviews and quality gates, and guide medior and junior consultants.

THE PROFILE

What we are looking for.

- Ten or more years of hands-on SAP SD consulting across three to five full lifecycles. Exceptional configuration depth at five to ten years will be considered.
- Proven S/4HANA SD delivery, brownfield or greenfield, hands-on with aATP and RAR.
- Deep expertise across pricing, billing, credit management and output management.
- Cross-module fluency with FI/CO revenue recognition, MM availability and LE delivery.
- Direct experience with Dutch corporates or MKB companies; fluent Dutch and English.
- Able to read ABAP for functional specifications and troubleshooting.

THE TERMS

What the client offers.

- Functional ownership of the SD scope on a live S/4HANA programme, with real design authority.
- Day rate or salary benchmarked to Netherlands market standards for senior SAP SD consultants.
- Contract or permanent engagement, agreed in the scope conversation before commitment.
- Direct stakeholder access across sales, finance and logistics.
- Hybrid working from the Netherlands.

THE SHAPE OF THE WORK

SCOPE

Order-to-cash: pricing, ATP, billing, revenue recognition

LANDSCAPE

S/4HANA (cloud or on-premise) · aATP and RAR in scope

ENGAGEMENT

Contract or permanent · EUR day rate or salary

REPORTS TO

Lead SAP Architect / programme lead

INDEX READING

The market reading behind the brief.

Current Q3 2026 displacement intensity in the sectors framing this search. Higher intensity means faster leadership turnover and sharper scarcity.

Tech Consulting	Displaced · 9/9
SaaS & Cloud	Displaced · 9/9
Workforce	Exposed · 8/9

Order-to-cash sits where consulting displacement meets cloud consumption economics. The scarce input is configuration authority the business will accept.

CONFIDENTIALITY

The client is not named here. On an engaged mandate the client's hiring intent is commercially sensitive, so the organisation is identified to you under confidence in the first partner conversation — not published to their competitors.

THE APPROACH

How this mandate runs.

01 · Day 0–1

Approach

You reach out — through this page, the partner's direct line, or a confidential booking. No application form, no CV upload to a portal. The first conversation is about fit, not paperwork.

02 · Days 2–7

Partner conversation

Harald Agterhuis, the partner who signed this mandate, speaks with you directly. The conversation establishes whether the role and your delivery record genuinely align before anyone invests further.

03 · Days 8–21

Client introduction

If the fit holds, Harald introduces you to the hiring client under confidence. The client sees a short, serious shortlist — not a pile of CVs. You meet the decision-makers and test the role against what you need.

04 · Days 22–35

Decision

The client decides. If it's a yes, Harald works the offer with you and the client to land it — including counter-offer defence. If it's a no, you get a direct debrief, not silence.

YOUR PARTNER ON THIS MANDATE

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