

Job Description



Purpose: To provide clear information on a specific job role
Applies to: Prospective & current employees at Frontline Consultancy. **Owner:** HR Manager
Document: First Issue: March 2016 Current version: V3 Revision Date: 26/01/2026

Job Title:

Senior SAP Consultant – Internal Job Description



Department / Function:

SAP Consultancy

Location / Working Pattern:

Hybrid – Greater Manchester; client travel as required

Reporting To:

Head of SAP Consultancy

Direct Reports:

None; mentors Consultants

Role Purpose

Lead the successful delivery of SAP projects and enhancements. Apply AI-assisted estimating, test generation and knowledge retrieval to accelerate delivery, reduce risk and improve quality. Act as a trusted advisor, ensuring measurable client outcomes and value realisation.

- Contribute directly to Frontline's SAP consultancy growth, delivery quality and client value objectives.
- Embed AI and automation into estimating, testing, knowledge retrieval and delivery assurance activities.
- Demonstrate Frontline's core values through customer focus, accountability, teamwork and continuous improvement.



Key Responsibilities

Structure into thematic sections with action-focused bullet points (starting with strong verbs):

Solution & Delivery Leadership

- Own end-to-end solution design, configuration and quality across assigned workstreams.
- Define acceptance criteria, test approach and cutover plans; assure go-live readiness.
- Identifying and addressing gaps between standard SAP B1 and client business needs during workshops to streamline processes, enhance efficiency, and drive business growth.
- Producing Blueprint and Scope of Works documents, along with estimates.
- Communicating effectively with clients.
- Providing on-premise implementation and support consultancy during installations, upgrades, and bespoke customisations of SAP B1.
- Developing document layouts and reports using Crystal Reports.
- Migrating data from client legacy systems into SAP B1.
- Knowledge of SQL and HANA databases.
- Creating automated tasks using Business Process Automation (BPA).
- Customising with the Boyum B1UP add-on.
- Performing configuration testing.

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- Undertaking upgrades to SAP B1, underlying databases and associated add-ons.
- Collaborating with the Frontline services delivery team to deliver projects on time and within budget.
- Managing day-to-day client interactions and expectations.
- Suggesting areas for improvement in internal processes and proposing solutions.
- Complying with and helping enforce standard policies, tooling, and procedures.

Quality & Automation

- Use AI test generation, AI-assisted test selection and data tools to improve coverage and reduce cycle time.
- Lead defect triage and root-cause analysis; prevent recurrence through standards, templates and knowledge articles.

Commercial & Stakeholder Support

- Support pre-sales activity, including estimates, statement of work inputs, demonstrations and solution assurance.
- Manage stakeholder expectations and communicate risks, options and recommendations clearly.

Capability & Knowledge

- Mentor consultants and contribute to accelerators, templates and reusable delivery assets.
- Stay current on SAP releases and ISV add-ons relevant to client needs.

Decision-Making Authority

Recommends solution options and trade-offs; signs quality gates within agreed project governance and escalates material commercial, technical or delivery risks as required.



Key Relationships

Internal: Consultants, Developers, PMO, Support and Account Management.

External: Client sponsors, client SMEs, SAP partners and ISV partners.

Knowledge, Skills & Experience

Essential:

- Deep SAP Business One or relevant SAP module expertise, with full lifecycle delivery experience.
- Integration experience, testing and data skills, and strong client-facing communication.



Desirable:

- Experience using AI testing tools, reporting and analytics platforms such as Power BI, and industry-specific SAP templates.
- Experience of Project Delivery

Qualifications

- Relevant SAP certifications required; project delivery accreditation desirable.

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Behaviours & Alignment to Frontline Values

Every colleague is expected to work in a way that reflects **who we are and what we stand for:**

- ✓ **Deliver outstanding customer service**
- ✓ **Provide quality results with passion and professionalism**
- ✓ **Together everyone achieves more**
- ✓ **Operate with integrity in everything we do**
- ✓ **Create and innovate**
- ✓ **Be the best**
- ✓ **Own it**



Apply these behaviours consistently in client delivery, consultancy teamwork, stakeholder engagement, knowledge sharing and continuous improvement activity.

SMART Performance Indicators

SMART Performance Indicators – First 12 Months

1. Achieve at least 95% of assigned projects delivered on time and within budget.
2. Reduce testing cycle time by at least 15% through automation while maintaining defect leakage at 3% or below.
3. Maintain utilisation of at least 80% billable time with positive margin contribution.
4. Achieve client satisfaction of at least 95% across engagements.
5. Deliver two reusable assets adopted on subsequent SAP projects.

Diversity Statement

Frontline Consultancy & Business Services Ltd is committed to creating an inclusive environment and is proud to be an Equal Opportunity Employer. We value diversity and make employment decisions based on merit, capability and business need.

