

Mario Bahunek

Independent SAP S/4HANA Instructor — MM (Sourcing & Procurement) / SD (Sales)

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Languages: English · German (native) · Spanish · Based in Fort Lauderdale, FL (US Eastern) ·

100% virtual worldwide, on-site outside the US

>98%

CERTIFICATION PASS RATE

1.07

INSTRUCTOR RATING (SCALE
1–6, 108 FORMS)

300+

TRAINED PARTICIPANTS

EN·DE·ES

DELIVERY LANGUAGES

PROFILE

Independent SAP-certified S/4HANA instructor for MM and SD, delivering certification academies and modular expert courses for training providers and corporate clients since 2024 — hands-on in the live SAP system (GUI & Fiori), built around end-to-end processes (Procure-to-Pay, Order-to-Cash). Former SAP SE enterprise sales executive: training that connects transactions to business value.

EXPERIENCE

Independent SAP S/4HANA Instructor — MB International Contracting Service LLC

May 2024 – present

Full MM & SD certification tracks from foundation level through advanced business processes, for adult-education training providers and corporate clients. >98% certification pass rate across approx. 300 participants.

Solution Sales Executive (SAP Concur) — SAP SE, Berlin

Jul 2021 – Jun 2023

Complex sales cycles for upper mid-market clients (\$500M–\$1B+ turnover); targets consistently exceeded (131% in 2021, 120% in 2022).

Sales Executive / Channel Sales Manager — NFON AG, Munich

Feb 2013 – Apr 2017

Top-ranked sales performer (126–135% target achievement); partner enablement and sales training. Further professional experience at KPMG.

B.Sc. Business Administration — Humboldt-Universität zu Berlin

2017 – 2021 · incl. study year at the University of Melbourne

CERTIFICATIONS

- **C_TS452** — SAP Certified Application Associate, Sourcing & Procurement (MM)
- **C_TS462** — SAP Certified Application Associate, Sales (SD)
- **SAP Train-the-Trainer (TTT)** instructor qualification
- **AEVO** instructor license (German Chamber of Commerce & Industry)
- SAP S/4HANA user certifications MM, SD, FI — all “With Distinction” (FI: 100%)
- Schraner Qualified Negotiator® · Sandler Sales Training

COURSE DELIVERY PORTFOLIO

- **MM Academy:** TS450 (Procurement I) · TS452 (Procurement II)
- **SD Academy:** TS460 (Sales I) · TS462 (Sales II)
- **MM expert courses:** S4500 · S4510 · S4515 · S4520 · S4550
- **SD expert courses:** S4600 · S4605 · S4610 · S4615 · S4620 · S4650
- **Foundation & FI:** S4H00 · S4H02 · S4F10 · S4F17

VENDOR ONBOARDING

LEGAL ENTITY

MB International Contracting Service LLC, Fort Lauderdale, FL, USA

CONTRACTING

Right-to-Represent & NDA ready; sub-contracting and co-delivery arrangements familiar

TIME ZONES

Regular delivery across US Eastern, Central European, and LATAM business hours

REFERENCES

ProvenExpert 4.9/5 “Recommended by Customers 2026” · LinkedIn recommendations · training demo videos in EN/DE/ES at mb-ics.com