Sumit Subhash Shede

Techno-Functional Consultant (Business Central | Navision | SQL | Git | Python)

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SUMMARY

- Bachelor of Engineering in Electronics and Telecommunication, Mumbai University.
- 15 years of experience as a Techno-Functional Consultant specializing in Navision and Business Central.
- Certified Microsoft Dynamics NAV Developer (MB7-702) and Business Central Functional Consultant (MB-800).
- Proficient in AL development, SQL Server, Python, Git, n8n, and REST API integrations.
- Hands-on experience in n8n workflow automation, AI agent development, LLM-powered chatbots and vector store integrations.
- Extensive experience in end-to-end BC/NAV implementations, customizations, data migrations, and system integrations.
- Strong project leadership experience with onsite delivery roles in Denmark and the Philippines.
- Functional expertise across Finance, Sales, Purchase, Warehouse modules.
- Skilled in stakeholder engagement, requirement gathering, solution design, and post-go-live support.

ORGANISATIONS

- Endeavour Solutions (A Xemplar Insights Company) — Apr-2025 to Present
- TATA Consultancy Services — Feb-2018 to Apr-2025
- Tectura — Jan-2017 to Feb-2018
- L&T Infotech — Dec-2014 to Jan-2017
- Godrej Infotech — Aug-2011 to Dec-2014

CERTIFICATIONS & EDUCATION

- Microsoft Dynamics NAV 2013 C/Side Development (MB7-702)
- Microsoft Dynamics Business Central Functional Consultant (MB-800)
- BE (Electronics & Telecommunication), Terna Engineering College, Navi Mumbai — 2011

BUSINESS CENTRAL AND NAVISION

Technical Experience

- 15+ end-to-end implementation projects and 30+ support projects in Business Central/NAV.
- Experience across Microsoft BC and NAV versions from NAV 3.5 to Business Central Cloud.
- Extensive development, customization, and implementation experience with strong architectural understanding.
- Integrating Navision/BC with other systems and third-party apps using web services and APIs.
- Expertise in developing BC extensions using AL, ensuring scalability and maintainability.
- Proficient in NAV-to-BC upgrade and migration projects: code refactoring and testing for smooth transitions.
- Training delivery and documentation for end-users and stakeholders.

Functional Experience

- Setups and configurations: General Ledger, Posting Setups, Sales & Receivables, Purchase & Payables, Inventory, Warehouse.
- Extraction, uploading and posting of opening balances for customers, vendors, bank, items, F/A and G/L.
- Account Schedule and Analysis View configuration; ledger reconciliation; job queue scheduling and monitoring.
- Requirement gathering, effort estimation, solution design and work distribution.

Integrations

- e-Invoice functionality in Navision integrated with government portals through ISP.
- Shopify, courier partners (Blue Dart, DHL, DTDC), WhatsApp, SMS, MS To-Do, and vendor systems via REST APIs in Python.

- Exchange rates and stock market data (Zerodha API) synchronized into Navision.
- Hosted Navision APIs for data synchronization using Python, web services, and OData.

N8N AUTOMATION

AI-Powered Chatbots & Agents

- Built and deployed 20+ AI chatbot solutions across retail, healthcare, pharma, F&B, and manufacturing.
- Multi-channel bots (Telegram, WhatsApp, Microsoft Teams) with context-aware memory and LLM integration (Groq, Gemini, OpenAI, Azure OpenAI).
- RAG pipelines using Qdrant vector store and embeddings for document-based Q&A.

ERP & Business Integrations

- Email2ERP automation — reads bank/expense emails, extracts transaction data with AI, auto-creates journal entries in Navision/BC.
- AR file import automation for Business Central; Zoho CRM-to-SQL data sync workflows.
- BC-MCP integration connecting Business Central to Claude AI via Model Context Protocol.

Finance, Compliance & Operations

- Polish KSeF e-invoicing workflow: generates, validates, and submits XML invoices to the government portal.
- XML-to-MT940 converter (UBS CAMT.053) for bank statement processing.
- Website uptime monitoring with WhatsApp/Telegram alerting; AI invoice OCR; automated contract note import.

SQL SERVER · GIT · PYTHON

- SQL Server (15+ years): complex T-SQL, stored procedures, triggers, window functions, CTEs; DBA tasks — backup/recovery, performance tuning, security.
- Git/GitHub: repository management, branching, merging, code reviews, issue tracking.
- Python (9+ years): Django, FastAPI, REST APIs, Pandas/NumPy, PDF processing, cryptography; integrations with WhatsApp, SMS, courier tracking, e-invoicing, payment gateways, yfinance.

WORK EXPERIENCE

Endeavour Solutions, Canada

Senior Techno-Functional Consultant | Apr-2025 to Present

Project	Microsoft Business Central Implementation
Customer	Ten Plus Architectural Products Ltd.
Period	Apr-2025 to till date
Role	• Business Central Lead Techno-Functional Consultant. • Discovery sessions and gap analysis between QuickBooks and Business Central. • Configured core modules — General Ledger, AR, AP, and Inventory. • AL development, data cleansing/validation, documentation, training, and post-go-live support.

Project	Microsoft Business Central Migration
Customer	Asahi Refining Canada
Period	Aug-2025 to till date
Role	• Business Central Lead Techno-Functional Consultant; full lifecycle — analysis, fit-gap, design, migration planning, configuration, testing, deployment. • Refactored legacy NAV customizations into BC-compatible AL extensions. • Led end-to-end migration from Navision to Business Central Cloud including full data migration.

Project	Microsoft Business Central Implementation
Customer	Clearly Food & Beverage Company

Period	Apr-2025 to Aug-2025
Role	• Managed implementation from QuickBooks to Business Central Cloud. • Stakeholder engagement, discovery sessions, opening-balance validation, AL development, post-go-live support.

Project	Microsoft Business Central Integration
Customer	StorageVault Canada
Period	Sep-2025 to Nov-2025
Role	• End-to-end integration between Business Central and the Itamlink property management platform. • Discovery workshops, solution design, AL development, testing and post-go-live support.

Tata Consultancy Services, Mumbai

Senior Techno-Functional Consultant | Feb-2018 to Apr-2025

Project	Microsoft Business Central Code Upgrade and Data Migration
Customer	The Summer Berry Company UK
Period	Jan-2024 to Apr-2025
Role	• Refactored legacy Navision code for Business Central compatibility. • Managed data migration to BC Cloud; established migration strategies and checkpoints with business teams. • Walkthroughs, opening-balance validation, post-go-live support and bug fixes.

Project	Microsoft Business Central Code Upgrade and Data Migration
Customer	Videojet Technologies
Period	Sep-2020 to Jan-2024
Role	• Adapted and optimized legacy Navision code for Business Central. • Managed transition of data to BC Cloud; coordinated data migration teams for integrated applications. • System walkthroughs, opening-balance verification, post-go-live support.

Project	NAV 2017, Data Migration
Customer	Puma Energy
Period	2020
Role	• Data Migration Lead for a country rollout; SQL extraction and validation across multiple servers. • Migration strategy definition, user walkthroughs, opening-balance confirmation, post-go-live support.

Project	NAV 2017, Automation, API Integration and Web Development
Customer	Client of TCS
Period	Jun-2020 to Dec-2020
Role	• Vendor/customer order portal; e-invoicing integrated with Navision via Python. • SMS/WhatsApp integrations, task automation (Pandas/NumPy), APIs via Django REST Framework, data encryption.

Project	E-Invoice Implementation and API Integrations / NAV 2017 Migration

Customer	Puma Energy
Period	Jan-2018 to Jun-2020
Role	• L3 Lead coordinating integration teams; new functionality development, bug fixes, end-to-end testing. • Support Lead: ticket analysis and assignment, consultant mentoring, NAV training.

Tectura InfoTech Ltd., Mumbai

Techno-Functional Consultant | Jan-2017 to Feb-2018

Projects	GST Migrations (NAV 2013 R2 / NAV 2016) — Aequs, Madison, Stanvac
Role	• Business process discussions, GST patch merging in customer databases, testing of merged patches.

Projects	NAV 2016 — Arihant (payment server integration); Faster Hydraulics (RG 23 D customization)
Role	• Payment data auto-synchronization with Navision; RG 23 D lot-based functionality; sales/purchase reports.

L&T; InfoTech Ltd., Mumbai

Techno-Functional Consultant | Dec-2014 to Jan-2017

Project	NAV 2013 R2 — Facility management company (50+ countries)
Location	Denmark (onsite)
Period	Jul-2015 to Jan-2017
Role	• Requirement gathering, effort estimation, solution design and work distribution. • Integration solution for the Equity site; e-invoice integration with government portal (Navision + Python APIs). • Bug fixes and training of new consultants.

Projects	NAV 4.0 — Dagrofa Inc. (retail); NAV 2013 R2 — internal dairy solution migration
Role	• Object merging, testing of migrated functionality, and sales/purchase/dairy reports.

Godrej Infotech Ltd., Mumbai

Technical Consultant | Aug-2011 to Dec-2014

Projects	NAV 2013 R2 — Payment gateway revenue automation (Mumbai); ATM service provider integration (Delhi)
Role	• Automatic revenue generation and bank-sharing functionality; SQL procedures replicating payment gateway transactions into Navision. • ATM call-log system, site-sourcing portal integration, maintenance monitoring.

Projects	Navision 2009/2009 R2 — excise & EXIM (trading cos.), weighbridge integration (steel, Odisha), RG 23 D selection-basis sales (Prince Pipes), SQL/Excel MIS reporting, payroll integration (pharma), Durga Bearings implementation
Role	• Implementations and customizations across Finance, Sales, Purchase and Warehouse; posting-routine customization; e-mail/SMS functionality; SQL-based MIS, ageing and year-end reports; post-go-live support.