Konrad Kasperek

PRODUCT OWNER & BI | PRICING & TPM IN FMCG | SAP, POWER BI, SQL

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15+ markets
on the trade promotion and pricing tool I owned as Product Owner

4x
faster data load after moving a pricing data feed to Databricks

100%
automated weekly SAP pricing extracts

SUMMARY

Product Owner and BI analyst with 7+ years in FMCG and finance processes (Danone, Lipton, Capgemini, PwC). At Lipton I owned the Trade Promotion Management tool for 15+ European markets: pricing conditions, promotions and rebate contracts loaded into SAP, with requirements from KAMs, finance, controlling and master data. Today I build supply chain reporting in Power BI and Microsoft Fabric at Danone. I connect commercial questions with the data behind them: SAP, SQL, Databricks and Power BI.

EXPERIENCE

Market Reporting Specialist
Aug 2025 - present

Danone · Katowice

- Builds the reporting environment for the European supply chain in **Power BI** and **Microsoft Fabric**; admin of the Danone Planning Center workspace.
- Liaison between the Center of Excellence that develops the central **Power BI semantic model** and its business users: manages data refreshes, monitors data quality and tests fixes before release.
- Lead developer in a Case Fill Rate / Net Sales project focused on sales recovery; presented the methodology to senior management.
- Created a continuous improvement application in **Power Apps** used by about **150 users**.

Trade Pricing Coordinator EU
Jun 2024 - Aug 2025

Lipton Teas and Infusions · Katowice

- Member of the Data & Analytics team. **Product Owner** of the **Trade Promotion Management (TPM)** tool across **15+ European markets**: backlog, priorities and acceptance in Azure DevOps, working with an external development contractor.
- Managed customer **pricing conditions**, on-invoice promotions and **rebate contracts** (volume tiers, lump sums) loaded into **SAP S/4HANA**; resolved price determination issues for KAMs.
- Gathered requirements from KAMs, finance, controlling and master data; ran the approval workflow from price entry to SAP upload.
- Moved the rebate accruals dashboard from manual SAP extracts (~40M rows) to SQL on **Databricks** gold tables, cutting data load time **4x**.
- Led the automation of weekly SAP pricing extracts to **100%** (SQL, Power Automate, Azure VM).
- Led the migration of a legacy Excel solution to **Power BI**; supported **80 users** and built a network of local market champions.

Billing & Cash Applications Specialist
Apr 2023 - Jun 2024

SKILLS

Commercial

pricing · trade promotion management (TPM) · rebates and accruals · SAP SD pricing · condition contracts · Order-to-Cash

Product

backlog and prioritisation · requirements · user acceptance testing · Agile / Scrum · Azure DevOps · stakeholder management

BI & data

Power BI · DAX · Power Query · semantic models · SQL · Databricks · Microsoft Fabric · Power Apps · Power Automate · Excel · Python (basic)

EDUCATION

BEng in Computer Science (studies on hold), Katowice Institute of Information Technology

LANGUAGES

Polish (native), English (C2)

Lipton Teas and Infusions · Katowice

- Order-to-Cash analytics and financial process automation in SAP.
- Built the Cash Flow Management dashboard in Power BI; daily data quality checks before month-end close.

Junior Accounting and Financial Process Specialist

Sep 2021 - Mar 2023

Capgemini · Katowice

- Record-to-Report (General Ledger, SAP ERP) for client Ferro (Vibrantz); moved manual reporting to Power BI.

Process Specialist

Feb 2019 - Aug 2021

PwC Service Delivery Center · Katowice

- Coordinated global tax engagements across the PwC Network for clients such as ABB, Shell, JLL and Volkswagen.

PORTFOLIO PROJECT

OldCamp, a simulated FMCG company used to show pricing and analytics work end to end: oldcamp.konradkasperek.pl

- **Pricing app:** list prices, customer pricing conditions, approvals by role, rebate contracts with volume tiers, accruals vs settled, retro corrections.
- **Dashboards:** promo ROI, case fill rate, production waste, demand forecast, P&L bridge and an executive view.