



**ADOLFO GARZA**

**PROFESSIONAL PROFILE**

Throughout my 25-year career, I have consistently demonstrated exceptional proficiency in delivering large-scale, intricate ERP implementations and consistently meeting deadlines and budgetary constraints.

My extensive knowledge extends to encompassing SAP ECC and SAP S/4 Hana, enabling me to lead and manage substantial SAP implementation projects adeptly. However, my core strength lies in my expertise as a C-level business consultant with a global perspective cultivated through my tenure at leading business consulting companies.

My primary objective has always been to serve as the vital link between technology and business requirements, ensuring that projects harmoniously align with an organization's strategic vision on a global scale.

**CONTACT**

- +52 (81) 3217-6024
- [adolfoagarza@outlook.com](mailto:adolfoagarza@outlook.com)
- [linkedin.com/in/adolfoggarza/](https://www.linkedin.com/in/adolfoggarza/)

**EDUCATION**

- Industrial & System Engineering.
- MBA.

**LANGUAGES**

- English
- Spanish
- Portuguese
- Italian

**CERTIFICATIONS**

- SAP Tax & Revenue Management
- SAP CRM
- Accenture Senior Solution Architect (SA)
- Accenture Delivery Lead (DL)
- Accenture Project Management Methodology (PMM)
- Project Management Institute (PMP)

**EXPERIENCE**

**ACERTI GROUP (USA | LATAM | MIDDLE EAST)**

*Director - Washington, DC, USA (December 2021 – April 2024)*

Leading enterprise program management and SAP ECC & S/4 Hana projects for companies and governments in the USA and overseas (Latin America and the Middle East). Notable accomplishments include:

- Successfully overseeing entire project lifecycles, from initial planning and scoping to execution and post-support implementations.
- Expertly aligning SAP solutions with strategic objectives, resulting in the efficient utilization of resources and adherence to budgets and timelines.
- Pivotal role in stakeholder communication and relationship management, leading to the identification of new opportunities and growth within the SAP practice.

Leading QA and reviews for projects in the USA, Mexico, Colombia, Brazil, Argentina, and Latin America.

**RELEVANT PROJECTS**

*Program Director - January 2022 – April 2024*

- Leading a team of Acerti's consultants in **Qatar** and **Saudi Arabia** to provide remote consulting services, resulting in complex enhancements for The Qatar General Tax Authority (GTA) and General Authority of Zakat and Tax (GAZT) over SAP Implementation, SAP TRM, BRF, UI5, PSCD, ServiceNow PPM and ITSM.

*SAP Consulting Director 2022 – April 2024*

- As an SAP Consulting Director, I am responsible for upholding the highest standards of project quality and resolving critical C-Level issues across a diverse portfolio of projects spanning the USA, Latin America, and the Middle East. My role is characterized by a relentless pursuit of excellence, ensuring that every project under my purview aligns with our strategic objectives and exceeds client expectations.

**ACCENTURE (SOUTH AFRICA | USA | PORTUGAL)**

*Senior Manager - January 2009 – November 2021*

Responsible as Senior Solution Architect and Delivery Lead for applying Global Accenture Delivery Methodology (ADM), tools and procedures together with the Program and Project Management Methodology to run the projects on time with quality and within the budget expected for SAP ECC / SAP S4 Hana as well SAP Custom and Borders, Social Services and Tax and Revenue Solutions, Salesforce and ServiceNow PPM and ITSM including as Senior Solution Architect to support sales initiatives and delivery for large transformation programs in South Africa, USA, Canada, Italy, Spain, Colombia, and Australia.

**RELEVANT PROJECTS**

*Enterprise Portfolio Project Advisor January 2019 – 2021*

- Served as an advisor for the new **Puerto Rico** Enterprise Program Office, contributing to the program's successful integration between the state government disaster recovery initiative and the local utility (PREPA). This initiative is expected to deliver \$1-2 billion annually in new infrastructure projects over the next decade.
- The rebuild estimate is \$23B. The team between accenture + partners, COR3 (local gov), PREPA, and related contractors was more than 300 people. And required strong processes, procedures, and tools to deploy in record time.
- I was responsible to implement consulting templates based on the types of projects, and required workflows were created with the strategic criteria defined, resulting in an increase in efficiency because the specific template was preloaded with the content required for every type of project to improve the team's efficiency.

## SPECIFIC SKILLS

### Program Management

- Proficient in managing the complete project lifecycle, including planning, design, build, testing, deployment, and support.
- Adept at applying critical path methods to optimize project timelines.
- Proven track record in quality, risk, and issue management.
- Experienced in establishing efficient software development factories.

### Consulting

- Skilled in program and project management, consistently delivering results.
- Recognized as an SAP Senior Solution Architect, guiding organizations to technical excellence.
- Distinguished as an SAP Program Delivery Lead, ensuring the successful execution of complex initiatives.
- Proficient in requirements and scope management, translating business needs into actionable plans.
- Experienced in estimators for planning, resource allocation, and cost management.

### SAP

- Deep knowledge of SAP ECC, including core modules.
- Expertise in SAP S/4 Hana, enabling organizations to harness the full potential of SAP's latest technology.
- Proven track record in SAP FSCM, SAP FICO, SAP MM, and SAP PP implementations.
- Proficient in Utilities IS-U, FI-CA, and PSCD.
- Specialized in TRM (Tax & Revenue Management), enabling significant revenue generation.
- Skilled in SAP FI/RI, UI5, and OData, providing seamless user experiences.
- Experienced in SAP BRIM, SAP CRM, large data migration solutions (ETL), and business intelligence and analytics.
- Accomplished in SAP global rollouts and localizations.

### Others

- ServiceNow PPM and ITSM
- Sales Force

### Methodologies

- Proficient in various methodologies, including.
  - PMI
  - Waterfall Std Methodology
  - Agile Software Development
  - Rapid Application Development
  - SAP Activate
  - Accenture Delivery Methods
  - TOGAF

### *SAP Program Senior Director January 2017 – December 2018 (Saudi Arabia GAZT - Now ZAKAT)*

- Acted as an advisor to the governor and board of directors to deploy SAP Core Modules and SAP Tax & Revenue systems for VAT implementation, expected to deliver a stable income of USD 7.5 billion annually for KSA.
- I was responsible for creating the new strategy in **Saudi Arabia** to deploy the new taxpayer portal and tax officers work center based on roles and workflows and served as the liaison between GAZT, SAP AG, and Consulting SI Partner.

### *SAP Senior Program Manager 2015 – 2016 (US State of Illinois)*

- Successfully deployed the SAP Core ECC Solution, including SAP BRIM, CRM, and PSCD, resulting in expected annual savings of 2.5 million in revenue for collection and customer service improvements. Led a team of 65 Consultants onsite and 120 from India.

### *SAP Senior Program Manager and Delivery Lead 2011 – 2014 (State of Pennsylvania and IRS)*

- Led the deployment of SAP Core ECC Solution and Government Solutions SAP TRM, PSCD, and BRFPPlus, supporting over 15 million citizens and enabling a higher standard of service. This initiative supports the total revenue for Pennsylvania State (US\$38 billion annually). Led a team of 140 Consultants onsite and 65 from the Philippines.

### *SAP Senior Program Manager & Delivery Lead 2009 – 2010 (South Africa Government)*

- Successfully implemented SAP Core ECC Solution and Government Solutions (SAP TRM, PSCD, BRF, CRM, BI) for South Africa, resulting in revenue collection benefits of US\$3 million per week and supporting over 100 million citizens. The solution was fully integrated with a customs and borders System (TATIS) to process import/export declarations. Led a team of 86 Consultants and subcontractors from several countries.

## BEARINGPOINT (FORMERLY KMPG CONSULTING) MEXICO! BRAZIL

### *Senior Manager - Rio de Janeiro, Brazil (June 1999 – November 2008)*

Served as EPMO and SAP Solutions Senior Manager in Brazil and Latin America. Key responsibilities included shaping and deploying SAP implementations for SAP ECC and ensuring accountability for sales, delivery, and QA of projects within the Oil and Gas and Utilities Sector.

## RELEVANT PROJECTS

### *Program Director 2006 – 2008 (Costa Rica)*

- Led the Costa Rica Country Tax Reform and full SAP ECC implementation, resulting in annual savings of 12 million based on previous business cases. This model was successfully applied in Colombia and El Salvador.
- Led a team of 80 Functional, Change Management, and IT consultants.

### *Sr. Manager for SAP IS-U Projects 2004 – 2006 (Brazil)*

- Managed projects for the Utilities Sector in Rio de Janeiro, Sao Paulo, Brazil, and El Salvador, delivering SAP Industry Solutions for the Utilities Sector and overseeing project management methodology throughout the project lifecycle.

### *PMO Leader for Petrobras (Oil& Gas)2001 – 2004 (Rio de Janeiro, Brazil)*

- PMO Leader for Petrobras (Oil& Gas) to implement 1,300 business processes and improvements to training on SAP more than 25,000 end users.

## PLEASE READ

Dear Hiring Manager,

I want to highlight my proficiency in remote work which offers significant legal and large financial benefits for U.S. companies. As outlined in the LinkedIn article "[U.S. Companies Can Legally Hire Foreigners Living in Other Countries](#)," hiring overseas consultants like myself is a viable and advantageous option for accessing global talent while reducing taxes and costs.

Although my U.S. work visa has expired, I hold a valid B1/B2 business visa, enabling me to attend meetings anytime across the USA and stay in the USA for 180 days over a year calendar without restriction in my travel frequency. I am Mexican citizen living in Monterrey, Mexico, with direct flights to major U.S. cities.

Furthermore, If it is required, I operate under my LLC for Corp-to-Corp agreements. Thank you for considering my application.

Sincerely,



Adolfo Garza

<https://www.linkedin.com/pulse/us-companies-can-legally-hire-foreigners-living-other-rich-mba/>

### KEY TAKEAWAYS

Many U.S. companies and other U.S. employers assume they cannot hire a foreigner living in another country but that is wrong.

- U.S. companies can legally hire foreigners living in other countries as independent contractors.
- The U.S. Labor Department states that Labor Certificates (Work Permits) are only issued to foreigners working inside the U.S.
- The IRS states that wages earned by foreigners working outside of the U.S. are not subject to taxes.
- The IRS also states that foreigners working for a U.S. company outside the U.S. will not be subject to Social Security or Medicare deductions.
- U.S. Immigration and Customs Enforcement (I.C.E.) agree that no immigration visa or Green Card is necessary if a U.S. employer hires a foreigner living abroad.
- The IRS publishes a special form for foreigners outside of the U.S. to waive all income taxes, withhold social security taxes, and Medicare. It's called Form W-8BEN.
- U.S. employers save 7.65% of all wages paid to foreigners outside the U.S. by not having to contribute to the foreigner's social security taxes and Medicare.
- Federal Tax Deductions - U.S. employers can also deduct all payments to W-8BEN workers from their federal income

By other hand, for a permanent opportunity in the USA, the nonimmigrant NAFTA Professional (TN) visa allows citizens of Canada and Mexico, as NAFTA professionals, to work in the United States in prearranged business activities for U.S. or foreign employers. This visa takes normally 2 business days to process once a contract or letter of employment in the United States is issued.