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| Edit photo | Kira  Shishkina | | | | | | |
| GPS icon **ADDRESS** 2 Beaumont View Lane  Berwick 3806 Vic  Phone icon **PHONE** 0423 054 643  email icon **EMAIL** KiraNShishkina@gmail.com | |  |  | Experience summary | | |
|  | I am privileged to work in a high paced environment, with a great team and large customers. I have seen product from manufacturing to end user. The processes, requirements and hard work that gets a product to market always inspires me.  The current position I hold focuses strongly on customer service, analytics and order management. Daily, I liaison and work closely with supply chain, sales, finance and customer service teams to support the customers’ requests and preform the analysis of sales data to provide a better forecast for the coming months.  Analysing the aftermarket and original equipment manufacturer demand covers a variety of product groups and over 10,000 part numbers. I use this analysis to direct the business in the short term via weekly snap shots, demand meetings and the SIOP (S&OP) process.  Reviewing business and market trends assists me in building a forecast for both the current year and for a rolling 12 to 18 month. Considering, the shipment process and supply issues, I build a material forecast that drives the inventory holdings of the business. Monitoring the customer back orders, I recommend actions that need to be taken to meet customer demand.  I am involved in continuous improvement, new product launches, aftermarket sales marketing, pricing and the inclusion and diversity team. I offer support and leadership to the aftermarket customer service team and the key account managers in the business. The relationships I have built with external customers have been invaluable in being able to develop and maintain a proven forecasting method that continues to maintain a high level of accuracy in a testing market.  The flexibility of a workplace and work life balance are vital to me and any team that I am part of. Accountability, transparency, encouragement, respect and results are pivotal points in my practice of leadership and I expect the same in return.  Please contact me if you have any questions or would like more details.  Regards,  Kira Shishkina | | |
|  | Kira  Shishkina | | | | | | |
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| Executive Summary  Areas that I have enjoyed working in are management, analysis and customer  service. The flexibility of a workplace and  work life balance is vital to me and any  team that I am part of.  A business that is looking for progression  and develop would best suit me and my personality.  GPS icon **ADDRESS** 2 Beaumont View Lane  Berwick 3806 Vic  Phone icon **PHONE** 0423 054 643  email icon **EMAIL** KiraNShishkina@gmail.com | |  | EXPERIENCE | | |  |
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|  | Apr 2017– Current  Sales Analyst/ Demand Planner  Eaton Vehicle Group  Aug 2012– Nov 2016  Sales Co-Ordinator/ Regional Field Support  Eaton Vehicle Group  Current Responsibilities   * Chair and manage the S&OP (SIOP) demand meeting * Pricing management for both original equipment manufacturers and aftermarket service parts, using multiple currencies and customers. * Forecast product mix and volumes, rolling forecast, in month sales figures and 12-18-month demand plan * Material forecast by part number for each product category * Interface between field employees, customer service, finance and supply chain * Supersession and obsolescence management of product and services * Monitor back order volumes and make decision to inject inventory * Provide detailed analysis on actual performance and planned performance against market trends * New product introduction and inventory holding proposals, potential market analysis and uptake analysis   Previous Responsibilities   * Report market and exchange rate movements to adjust pricing * Coordinate and distribute customer relationship reviews * Build and grow customer relationships * Analysis and interpret market data for customer service team * Work with Original Equipment Manufacture customer to meet demand * Sales/ order management * Communication/ team building * Quality assurance * Preparing/ reviewing marketing material * Creating/ maintaining error proofing and processes | | | |
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|  | EDUCATION | |  | |
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|  | **Diploma of Project Management** from Swinburne University of Technology  Graduated 2018  **Graduate Certificate in Applied Business (Leadership and Innovation)** from Swinburne University of Technology  Graduated 2017  High Distinction in the qualification  GPS icon **ADDRESS** 2 Beaumont View Lane  Berwick 3806 Vic  Phone icon **PHONE** 0423 054 643  email icon **EMAIL** KiraNShishkina@gmail.com  **Diploma of Business** from Swinburne University of Technology  Graduated 2016  High Distinctions for qualification  **Advanced Diploma of Engineering (Mechanical)** from Box Hill Institute  Graduated 2011 | | | |
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|  | **REFERENCES** | | |  |
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|  | Available on request | | | |