

# Adam Simon

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## SUPPLY CHAIN MANAGER

### Supply chain management, development, implementation, demand planning

I have seven years job experience in retail FMCG industry in multinational environment. Dealt with projects and tasks mainly oriented in supply chain management: demand planning, capacity planning, process developments and project deployment. My latest job was leading a non-food merchandise planning team at one of the biggest retailer in Central Europe where I could widen my commercial experience in an international business environment. Experienced in food and non-food areas also.

## EDUCATION

2003-2009 Corvinus University of Budapest / Faculty of Business Administration  
Department of Logistics and Supply Chain Management / Master Degree

## PROFESSIONAL EXPERIENCE

### sept.2015- jul. 2016 | CE Lead Merchandise Planning Manager at Tesco PLC

in this position I led a team of 4 people in order to maximise the store availability, keep the budget stock meanwhile fulfilling the sales and margin budgets at electrical small domestic appliances area. The operation of this area was taken over from the UK business in aug. 2015 by the Central Europe division. New team was set up where I was asked to lead one of the merchandise team.

## KEY RESPONSIBILITIES

- Keeping store availability: maintain 95% store stock availability for the following countries:
  - Poland, Czech Republic, Slovakia, Hungary (400 stores)
- Managing and improving the DC goods in and out processes (supplier orders/ store allocation)
- Stock management: forecasting and planning stock value for short and long term periods
- Setting up internal budget/target for sales, profit stock, intake. Reforecast every period to manage and identify sales, profit and stock risk in the business. Highlighting risks to commercial team.
- Working cross functionally with Buying and trade planning teams and wider local and international teams across Tesco to collaboratively deliver against sales/margin and stock targets
- Maintain good relationship with supplier by having regular meeting to discuss forecast

## ACHIVEMENTS

- set up a brand new team and manage to start to work together as a team
- review and clear up the really necessary range of products, discontinue the duplication. These caused a long term stock reduction (avg. 20% decrease)
- set up new model to separate low and high performance stores to handle them with different allocation models
- cooperate with the international development team in order to develop new allocation and forecasting tools simplifying daily operational tasks.

### **may.2014- sept. 2015 | Project deployment manager at Tesco Hungary**

in this position I was part of project team. The aim of the project was to implement a new automatic stores allocation system which replaced the previous one. I led one of the four streams: reporting and insight. Replacing the store allocation system opened a new possibilities to handle system settings and simplified many operational processes.

#### **KEY RESPONSIBILITIES**

- Execute the rollout plan related to the reporting stream Working close with the existing reporting team, review existing reports and create a detailed plan how to replace existing reports using the new system
- leading the workflow with the Central Europe IT team to harmonize different views of implementation priorities
- providing analysis, root cause, insight and leadership reports during each phases of the implementation and in ad/hoc situations

#### **ACHIVEMENTS**

- the overall project finished with great success as caused no negative impact on customers
- it was explored more function and possibilities with the existing reporting team: opportunities to build effective database and real time reports widened
- at the final part of the project the project team was asked to support the Czech business in case of the same system implementation

### **marc.2012-apr. 2014 | Demand planner at Tesco Hungary**

#### **KEY RESPONSIBILITIES**

- build up a brand new process for providing sales and order forecast for suppliers with long delivery lead-time products
- participating in the project and keeping contact with demand planners in other countries and with the head project manager, regular weekly meetings
- after the processes were clarified and stabilized the improvement of the forecast accuracy became to key responsibility

#### **ACHIVEMENTS**

- During this period the forecast accuracy was improved by 24% (47%-->71%)
- Positive feedback from suppliers that that forecasts are useful and effectively helps their planning, improved supplier service level
- clear communication through central European Tesco countries which was the key learnings in the

## **marc.2009-febr. 2012 | Distribution Center Volume planner at Tesco Hungary**

### **KEY RESPONSIBILITIES**

- Forecasting and planning Distribution Centre (DC) goods out volume for a year period for financial controlling and DC's.
- capacity planning in rolling, monthl/weekly plans
- holding meetings with the DC and order system settings team to identify and resolve the main issues which can occur related to capacity planning and shop orders (especially at seasonal periods)
- creating special seasonal plans in the high turnover periods and around bank holidays (included building store stock)

### **ACHIVEMENTS**

- Improved the method of forecasting with focusing more into sales perspective and less historical experience
- Mastered my skills in Excel, MS Access and VBA which allowed me to move forward into other analyst/specialist role

### **Other non-professional job experience:**

jun. 2007 – sept. 2007     **Noa's Ark Waterpark** (USA, Wisconsin Dells, WI) **Summerjob**

Position: lifeguard

febr. 2008 – sept. 2008     **Rentokil Initial UK Limited** (UK, London) **a job beside learning English languages**

Position: pest control technician

#### **Languages:**

- English: Strong written and verbal command of language
- German: Intermediate command of language

#### **My Strength:**

- excellent analytical skill
- system and process approach
- precision

#### **IT skill:**

- Knowledge and excellent use of the Microsoft Office products
- Professional handling of MS Excel (VBA also) and MS Access

15.07.2016.