



Demand Planning Lead

Requisition ID: WD66947

Position: Full time

Open date: Apr 15, 2016 4:06:47 PM

Functional area: Supply Chain & Logistics

Location: Warren, New Jersey

Required degrees: Bachelors

Experience required: 2 years

Relocation: Yes

Basic qualifications:

- Bachelor Degree
- 2 years of related experience in forecasting, supply planning or demand planning.

Preferred qualifications:

- Qualification in a supply chain related discipline, logistics, supply management, demand management, operational management
- In depth knowledge of forecasting, supply and demand planning, or related experience, preferably from an FMCG environment
- Advanced level Excel skills
- Strong collaboration skills.
- High attention to detail.
- Highly numerate with knowledge of supply chain forecasting / trade spend software systems and processes
- Ability to understand and explain forecast at multiple levels e.g. category, brand, segment, SKU, Account
- Proficient in the use of Manugistics/SAP APO-DP, COGNOS
- Exposure to Demand Forecasting and Commercial Sales / Marketing operations in an FMCG environment.
- Qualification in a Commerce / Business / supply chain related discipline, logistics, supply management, demand management, operational management
- Strong planning ability & able to work on own initiative.
- Strong interpersonal skills.
- Proactively seeks opportunities to increase value by raising standards & championing best practices.

Details:

The Demand Planning Lead role exists to:



- Embed the revised Demand Forecasting processes to support the new Supply Chain Operating model and Core Commercial Cycle.
- Manage end to end demand forecasting (both volume and value) across multiple categories to improve customer service levels and to reduce end-to-end COGS and working capital
- Partner with cross functionally with commercial to generate baseline and promotional forecasts with high accuracy across relevant categories. Utilize data sources such as Nielsen scan, IMS, Stock-In-Trade and shipments

Key Responsibilities:

- Provide detailed, timely forecast reporting across all categories for input to Consensus Forecast Review, Demand Review Meeting and Profit Review Meeting.
- Develop exception reporting to enable identification and management of forecast accuracy impacts and month to month forecast changes.
- Utilize data sources such as Nielsen scan, IMS wholesaler withdrawals, Ex Factory etc to generate insights to drive forecast accuracy.
- Support Demand Planning Managers with FV/MODCF/Just Enough and Manugistics/SAP APO-DP system administration including pricing administration, forecast data entry and validation.
- Own, maintain and evolve forecasting tools such as the Performance Analysis Toolkit.
- Capture detailed minutes and actions at CFR meetings and distribute these to stakeholders in a timely manner.
- Develop and own an online platform for sharing Demand Forecasting tools, reporting, information and examples of best practice.
- Embed processes to support key account forecast capability to drive enhanced service levels and reduced working capital requirements
- Provide analytical support to the Director, Demand Planning NA and cross functional teams as required.
- Maintain the forecast inputs across multiple SKU's split across:
 - Multiple channels including relevant Key Account inputs and visibility
 - Incorporate Sample/Dental inputs as required
 - Incorporate Promotional Packs inputs as required
 - Incorporate consumption and current SIT level input as required
- Maintain a detailed knowledge of all components of the demand forecast including: statistical baseline, promotion uplifts including cannibalization impacts, sales and marketing intelligence and competitor activity, new product introductions, interpret the key trends impacting market, sector and category performance
- Challenge Sales/Marketing input to forecast and ensure that the volume and value forecast are aligned, understood and agreed across all business units
- Integrate Trade Spend / Net Sales inputs to ensure forecast decisions prioritize cost effective, net sales delivery.