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# Example of Manager, Sales Planning Job Description

Our company is hiring for a manager, sales planning. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for manager, sales planning

* Provides project updates on a regular basis, inform management of program status and follow ups on project issues
* Budget development and responsibility
* Assist in implementing organizational change management and new business processes to organization
* Closely monitor the international student enrollment progress and forecast closing numbers
* Drive objectives for on-time delivery, lead times, inventory turns
* Helps facilitate cross-functional communication between the Business Units and Supply Chain in support of major S&OP initiatives, new product launches, line extensions, promotions, discontinuations, productivity projects, decision-making modeling of process flow, inventory levels, cost of manufacturing, distribution, transportation
* Perform analysis on forecast accuracy KPIs measuring sales vs plan
* Share relevant Supply Information
* Manage exceptions on customer allocations in case of misalignment of order vs
* Lead process improvements through the S&OP process that will result in higher customer service levels and effective utilization of company resources

## Qualifications for manager, sales planning

* Bachelor Degree holder from a reputable University
* Minimum 5 years of business experience in CPG industries, working with customers and with cross functional teams
* Commit and Deliver
* Recognise, articulate and help shape the sales company culture
* Ability to relate well to all kinds of people
* People development experience, and an obvious passion for people development