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# Example of Manager, Sales Planning Job Description

Our growing company is hiring for a manager, sales planning. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for manager, sales planning

* Manage and support the monthly Plant Pre-SIOP process of giving updates to the various manufacturing facilities relating to their current performance in meeting RLC requirements
* Primary responsibility for reviewing the marketing forecast for whole good SKUs
* Oversee sales and financial forecasting
* Establish and monitor that proper processes/approvals are followed ie
* Drive all aspects of the SIOP process thought leadership and Strategy Development and Deployment
* Provide customer service to include developing and communicating solutions to quality/delivery issues and assisting with plant communications
* Gather intelligence on market, customer, and competitors
* Monthly and quarterly progress reporting
* Utilize historical data, statistical software, and marketing intelligence to develop product forecasts
* Work with Product Managers to generate forecasts for new products

## Qualifications for manager, sales planning

* A strong team player with an ability communicate with all levels is also required
* Candidate should have at least 5 years of experience in a business, sales or financial environment
* College degree in business or finance preferred – if not, equivalent experience required
* Excellent computer skills in Excel, Word and Power Point a must
* Candidate should have proven ability to manage and execute multiple tasks simultaneously
* Strong analytical and financial skills are a must