Downloaded from <https://www.velvetjobs.com/job-descriptions/planner-demand>

# Example of Planner, Demand Job Description

Our innovative and growing company is looking to fill the role of planner, demand. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for planner, demand

* Work with the CDO (Customer Development Organization) Sales teams and Trade Marketing contacts to reflect promotional volumes and placement changes for demand visibility and Supply Chain execution
* Monitor and adjust accordingly the customer sku-level demand plan using analytical and statistical tools, intelligence gathering and collaboration
* Facilitate monthly meetings with Trade Marketing to review marketing plans, new product development and customer level demand plans
* Execute all existing analytical tools and business processes to drive sku-level forecast accuracy and bias metric improvements and maintain overall plan alignment with the CDO and Trade teams
* Lead the monthly collaborative planning cycle outlined by the S&OP process to achieve a consensus demand plan by working with Sales, Trade Marketing, and customer contacts
* Prepare and present the strategic account demand changes, performance results, and future plans at the S&OP Demand Agreement Meeting
* Collaborate with the Supply Chain Managers and Customer Services team to communicate the impact of demand changes and promotional or placement events on the strategic account relationship and order management activities
* As the Commercial / Supply Interface, individual will provide Sales and Operations teams with timely analysis, guidance, and decision-making to ensure that the supply chain is in the best position to execute the demand plan generated from the total operational forecast
* Provide input to support monthly IBM Demand meetings and incorporate IBM feedback to improve forecasting process
* Proactively develop others within the planning organization through the sharing of best demonstrated processes and knowledge transference

## Qualifications for planner, demand

* Graduate with 1+ Demand Planning Experience an international business
* In addition to position-specific work, as outlined above, the Demand Planner will act as a lead on special projects, providing leadership as a functional expert to represent Demand Planning needs
* Ability to make effective cost vs
* Develops initial forecast modeling based on historical data and causal factors
* Works with vendors and Category Managers (CMs) in determining clones for new item forecasts, providing clone options and historical sales patterns
* Makes purchases for the assigned categories and working with supply planners track Purchase Order execution and distribution of inventory from DCs to stores