



Example of Manager, Demand Planning Job Description

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Our company is growing rapidly and is looking for a manager, demand planning. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for manager, demand planning

- Support the weekly and monthly Sales and Operations (S&OP) planning process by working across functional areas and with suppliers to address demand and supply imbalances
- Review historical sales trends, analyze demand drivers, prepare forecast data, develop statistical forecast models, and evaluate forecast results
- Lead the consensus building between the company sales plans, the financial plans and the rolling forecast (up to 18-24 months)
- Interfaces with Distribution Planning to ensure formal system inclusion of non-sales demand
- Coordinates the monthly Demand Review meeting to gain consensus on the latest 12-month demand plan using input from Sales, Marketing, Category Management, Trade, and Business Development
- Interacts with Sales, Marketing, Trade, and Business Development to determine assumptions, latest market trends, and promotional activities
- Identifies solutions with Customers, Sales, and Production Planning to balance supply with demand
- Facilitates sales planning and promotion planning activities to achieve the budget for that segment of the business
- Where supply constraints exist, develop and evaluate demand plan options such as promotion and launch dates with Sales and Marketing
- Demand Forecasting – provide leadership and structure to the consensus

Qualifications for manager, demand planning

- Goal-oriented, problem solving flexible approach
- Lead team through monthly demand planning processes which includes building forecasts, analyzing forecasts, making recommendations and Incorporating historical and market intelligence data into current forecast
- Manages and executes new Demand Planning Strategy from ground up
- Demonstrated experience defining statistical experiments and using analytical tools (SAS, SPSS, R)
- Demonstrated experience using business intelligence, data warehousing, data mining, modeling, data analysis, and data visualization tools (SQL, Python, Hadoop, Tableau)
- Bachelor's degree in Mathematics or Statistics, preferred Master's or PhD degree in Mathematics and Statistics