



Example of Planner, Business Job Description

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Our company is looking to fill the role of planner, business. 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 planner, business

- Revise forecasts and recommend changes on a monthly basis based on actual usage, trends, wins/losses, new product introductions, and revised sales plans
- Lead consensus meetings for areas of responsibility and advise Sales, Marketing and Business Units of problems and significant variances between existing forecasts and actual
- Design and generate weekly and monthly demand forecast reports
- Plan, coordinate and manage planning efforts for all aspects associated with conducting business and IT unit exercises, including clients and vendors as defined by exercise scope
- Develop and apply a deep understanding of the Xbox Live users across devices and products, build knowledge of subscription businesses and their drivers
- Ensuring business building accuracy by following and challenging KAMs sales monthly forecasts on baseline promotions and launches
- Developing deep customer knowledge on supply rules and policy, timelines, stock equation
- Aggregating the total sales forecasts in units and consolidates sales
- Analysing all available facts and figures to identify potential gaps
- Communicating objective feedback, propose adjustments to key stakeholders (GM, Sales, Supply, Finance)

Qualifications for planner, business

- Proven experience in preparation and delivery of executive level and field presentations
- Strong passion for Windows and the device market
- Analyze & understand customer & partner needs, market opportunity, the existing business, and sales motions to inform key decisions
- Lead the business strategy for Office 365 in SMB, including our Business Suites and new apps like Bookings to drive usage and relevance of Office 365
- Courage to challenge the status quo and improve existing ways of working
- Knowledge of MS Office and particularly Excel