

## Demand Supply Planner

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Company: Nestlé

Location: Manama

Category: business-and-financial-operations

### Position Summary

Nestlé Bahrain is looking for an expert in leading bottom-up consensus demand plans in Country through an efficient alignment across stakeholders, while ensuring supply by providing visibility and coordinating with different functions for on time availability.

### A DAY IN THE LIFE...

Leading Pre-Alignment meeting in Country through an efficient alignment across stakeholders by capturing, prioritizing, and analyzing input from Generating Demand on events; customer, consumer & competitor information; other external / internal trends and influences, that impact planning.

Ensuring that Sellout/IMS data is used (wherever applicable) in building the bottom-up consensus demand plan with commercial team and highlighting risk (if any) of exceeding trade coverage policy through cluster MBPC.

Building bottom-up Risks & Opportunities through an efficient pre-alignment meeting, ensuring the flow of data into cluster MBPC for decision making that will help in driving optimum levels of supply accounting for potential risks & opportunities.

Support automation roadmap and drive focus in MBPC by adopting AI tools outcome (providing that it gives similar or better accuracy for tail end SKUs).

Continuous revision of demand plan and month landing by leading Weekly Exception Review meeting with commercial team, to trigger right signal for short term supply adjustments.

Ensuring supply by coordinating with different functions (clearance team, category supply planners,...etc.), while providing visibility to commercial team for on time availability.

Contributing positively to bad goods reduction by leading freshness meeting in the Country with relevant stakeholders, making sure that action plan is reflected in MBPC as aligned outcome, or escalating in case risk can't be avoided.

Continuous monitoring of KPI evolution, with the aim of improving Service level & Accuracy through MBPC process while reducing the cost.

Maintaining and communicating DPA learning log to Cluster, Category & Analytical hub that will provide right level of information on the deviation versus actuals by reason code.

Coordinating with local A&P team to ensure on time execution and availability of promo stocks in line with promo planning SOP.

Supporting order fulfillment management and reason code assignment for OOS, and action plan to drive improvement.

### **What Will Make You Successful...**

Two or more years of relevant operational experience at market / business level, in at least one of the following areas:

Demand Planning

Supply Planning

Customer Service & Logistics

Procurement

Statistical Analysis

FMCG or Pharmaceutical industry experience is desirable

Masters degree in supply chain or relevant certifications is preferred

If not held a commercial role before joining Demand Planning, a mission to a sales related function is strongly recommended

Desirable to have had exposure to LEAN concepts and tools

Can explain in detail the concept and practical working of following topics:

Consensus Demand Planning Process

Demand and Supply Planning Best Practices and Process

Demand Planning Systems (e.g. SAP-APO)

Can describe the main aspects of following elements and detail the integration points with the Demand Planning:

Other Supply Chain Processes (Customer Service, Physical Logistics, Manufacturing, Purchasing) and related drivers (e.g. Lead times, inventory structure, distribution, key supply constraints)

Can mention critical elements of following subjects and their relationship with their work:

Product portfolio (type of demand, seasonality, lifecycle status, shelf life)

Consumers and Customers

Impact of demand plan decisions on execution and other Supply Chain KPIs

Tradeoffs within the Supply Chain

Overall Business Environment and its impact on the Demand Plans

#SupplyChain

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