

Samlex America

<https://samlexamerica.com/job-postings/demand-planner/>

Demand Planner

Description

The Demand Planner is responsible for creating accurate demand forecasts to ensure a seamless supply of products, meeting customer requirements on time. This role involves close collaboration with both internal teams and external partners to gather critical insights on demand and supply trends. Using this data, the Demand Planner will strategically determine inventory levels and set production priorities to prevent both shortages and overstock, ensuring optimal inventory management.

Responsibilities

This role is responsible for developing item-level demand forecasts in collaboration with Sales and Operations to drive the supply chain process. Key duties include active participation in the monthly Sales and Operations Planning (S&OP) cycle and building consensus with key stakeholders. The Demand Planner will focus on a 12-month planning horizon to ensure accurate and strategic forecasting.

Specific duties:

- Create and maintain consensus demand forecast at SKU level, applying adjustments from internal and external sources when applicable
- Manage demand forecast for more than 300+ SKUS.
- Review historical sales trends and seasonal trends, research demand drivers, prepare forecast data, develop statistical forecast models, and evaluate forecast results
- Participate and lead the development of a consensus forecast for new product launches.
- Collaborate closely with Sales, Product Management and Supply Planning functions to ensure the most accurate forecast possible
- Maintain, analyze & publish monthly forecast metrics; identify and resolve the root cause of deviation with the goal of continuous metric improvement
- Work closely with the Supply Planning team to identify and resolve changes in demand forecast; drive solutions to mitigate customer service level risk and lost sales
- Facilitate prioritization and decision-making in case of foreseen product shortages

Reporting relationships: Operations & Supply Chain Manager.

Requirements

- Juggle multiple account management projects while maintaining sharp attention to detail.
- Excellent listening, negotiation, and presentation abilities.
- Strong verbal and written communication skills.
- Good ability to work with Microsoft Office: Outlook, Excel, and PowerPoint
- Experience in sales and account management.
- Proven record of meeting sales goals and satisfying customer demands.
- Valid Passport for North American travel and willingness & ability to travel approximately 25% of the time.

Hiring organization

Samlex America

Employment Type

Full-time

Job Location

103 – 4268 Lozells Avenue, V5A 0C6, Burnaby, Canada

Working Hours

8:00am – 4:00pm

Date posted

November 6, 2024

- Experience in a B2B environment an asset.
- Experience working with/for/in the Distribution Channel is an asset.
- Experience with power conversion products is an asset.
- Take the initiative to identify, lead, and establish continuous improvement practices that improve supply chain and company performance.

Experience

- 3-5 years of Demand Planning, Sales Forecasting experience,
- Good understanding of MRP
- Working knowledge of Excel specifically Pivot Tables and VLookup.
- Experience and knowledge and proficient with other MS Office Products and ERP, preferably NetSuite Analytics platform;
- Working knowledge of various report generating tools.

Competencies required:

- Demonstrate good organizations skills and ability to adapt to change.
- Autonomous/independent thinker with the ability to lead and drive process improvements and demonstrate initiative.
- Comfortable working under pressure with multiple simultaneous timebound deliverables.
- Strong analytical and problem-solving skills with a high level attention to details.
- Ability to plan and organize projects to meet deadlines.
- Sense of Urgency.
- Strong interpersonal skills and have the ability to influence different level of stakeholders.

Job Benefits

- Business casual dress
- Company events
- Dental care
- Extended health care
- Paid time off
- RRSP match
- Vision care

Contacts

Please apply by sending your resume to careers@samlexamerica.com and putting the position title in the subject line. Our recruitment team will contact select applicants. We thank you for your interest in Samlex America.

Company Overview

Samlex America, Inc was incorporated in 1991. **Built on a foundation of respect, customer service, and quality products**, we now serve over 90 countries worldwide. While responding to the market's next-generation power conversion needs, we stay true to our roots by maintaining our commitment to relationships with customers and colleagues. As a manufacturer of quality power conversion products, we provide the versatility to convert the available power to the power that is needed for industries such as Communications, Alternative Energy, Electronics, Fleet, Marine, and RV.

Values:

- **Personal Best:** We have the will to win, the passion for learning, and the desire to get things done.
- **Our Diversity:** We have unique backgrounds, come from different places, and have varied education and experiences.
- **We Care:** We care about our employees, customers, and suppliers, and will do whatever we can to help make working together as easy as possible.
- **Enjoyment:** We choose to have a positive attitude. What we do matters, it should be rewarding, and enjoyable, well beyond financial benefit.
- **Respect:** We are all necessary and depend on one another to ensure the job gets done