



WILLIAM GRANT & SONS

## ROLE PROFILE

<b>Role Title</b>	<b>Demand Planner</b>
<b>Business Unit / Group Function</b>	ODC BU
<b>BU Team / Sub-Function</b>	Supply Chain
<b>Location</b>	Edison, NJ
<b>Team Leader Role</b>	Supply Chain Director
<b>Role Level</b>	4B
<b>Team Members</b>	No
<b>Role Purpose</b>	
<p>To produce an accurate and robust demand plan utilizing the Sales and Operations Planning framework for defined Distributors and Markets. Collaborate with the Commercial and Finance teams to identify and mitigate key forecast risks and opportunities in order to achieve business strategy and current year targets. Successfully manage process to reach consensus on gaps between plan and budget and ensure successfully sell/out of innovation and renovation, ensuring obsolescence risks are minimized and market launches are met.</p>	
<b>Accountabilities</b>	
<ul style="list-style-type: none"><li>• Create and maintain a 24mth rolling demand forecast on over 3M 9L cs managing the complexity of the US and Canadian business to improve the S&amp;OP process</li><li>• Manage forecast changes on over 350 skus for 8 regional commercial teams across multiple US sites (+25), differentiating domestic vs DI imports and ensure demand alignment to Budget/LE/R&amp;O needs, highlighting any significant deviations to improve our forecast accuracy performance</li><li>• Lead forecast meetings with each commercial and finance regional team, using statistical modelling and historical sales data to understand trends and seasonal profiles to challenge and influence where there is evidence that the demand plan may require revision</li><li>• Ensure demand is in line with the agreed market allocations policy and process through regular reviews with the commercial teams, highlighting opportunities and risks where appropriate.</li><li>• Work closely with New Product Development to ensure forecasts are in place relative to launch plans to ensure successful execution</li><li>• Build relationships with key distributors to jointly forecast promotional periods, review seasonal events and improve performance of WG&amp;S brands</li><li>• Prepare executive summary reports for Demand review highlighting major risks and opportunities</li><li>• Support Supply Chain KPIs such as inventory and obsolescence through active involvement in the product lifecycle management process</li></ul>	