



WILLIAM GRANT & SONS

## ROLE PROFILE

<b>Job Title</b>	Demand Planner - Supply Chain
<b>Business Unit / Group Function</b>	OBU
<b>BU Team / Sub-Function</b>	Supply Chain
<b>Location</b>	SBP, Richmond
<b>Team Leader</b>	Andrew Dowie
<b>Team Members</b>	No
<b>Job Level</b>	4B
<b>Role Purpose</b>  Actively engage with Distributor partners and WGS Markets to deliver a robust demand plan utilising the S&OP framework. Successfully demand manage sell in/sell out of renovation and innovation projects, ensuring obsolescence minimised and launches met.	
<b>Accountabilities</b> <ul style="list-style-type: none"><li>• Work closely with the Commercial teams and Markets to identify and develop key opportunities, and mitigate key forecast risks, in order to achieve business strategy and current year targets</li><li>• Support and lead Demand Review meetings in key markets in line with S&amp;OP process.</li><li>• Understand and analyse trends and seasonal profile, to support and advise the commercial teams where there is evidence that the demand plan may require revision.</li><li>• Ensure demand is in line with the agreed global allocations policy and process through regular reviews with the commercial teams and the Allocations Planner, highlighting opportunities and risks where appropriate.</li><li>• Create and maintain the rolling 18 month demand forecast using appropriate statistical modelling, analysing market and purchase plans, historical sales data, brand changes, new product development and obsolete products.</li><li>• Support the effectiveness of innovation and renovations core teams - ensuring that there are realistic pipe-fill plans and assumptions, minimising obsolescence and ensuring product is available for launch.</li><li>• Develop and maintain professional and productive relationships with third parties &amp; ODC's.</li><li>• Develop professional and productive relationships across all key stakeholders to support operational performance and ensure that accurate and relevant information is shared in a timely manner.</li><li>• Support Supply Chain KPIs e.g. inventory and obsolescence, through active involvement in the product lifecycle management process.</li><li>• Accountable for reporting and influencing MAPE (Mean Absolute Percentage Error) and BIAS (Absolute Value Variance) within the demand plan at SKU, Market and Regional level.</li><li>• Maintain a proper process framework and detailed process documentation with the appropriate governance structure.</li></ul>	



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- Develop depletion forecasting in appropriate markets and manage the accuracy and robustness of the forecasting Database.
- Participate and contribute to team performance by engaging in team meetings and taking an active part in problem solving activities.
- Work collaboratively with peers and colleagues and apply learnings from identified training and development activities required to perform in role.

<b>Created by:</b>	John Shields
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