

John Smith

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FORECASTING EXECUTIVE

CORE STRENGTHS

- Demand & Supply Planning
- Sales & Operations Planning
- Product Life Cycle Management
- Customer Relationship Management
- SKU Segmentation
- Inventory Management
- Market Research
- SAP Implementation

PROFESSIONAL EXPERIENCE

COMPANY ABC, Boston, MA

Demand Planning Manager – North America

2010 – Present

Reporting to Sr. Director of Supply Chain; responsible for the NA demand planning function of a \$700M division of a \$1B food & beverage company selling through retail and grocery channels. Key responsibilities include leading the monthly demand meetings, participating in ongoing effort of SKU rationalization, and generating key performance indicators (KPIs). 4 direct reports.

- Revamped the Sales & Operations Planning process, improving service levels from 71% to 95%, resulting in customer appreciation awards from Publix and Target.
- Identified \$10M/year in savings opportunities by improving demand supply integration.
- Lead a successful integration from Manugistics to SAP APO.
- Improved forecast accuracy from 65% to 87% in 2 years.

COMPANY RST, Providence, RI

Demand Planner

2007 – 2010

Reporting to the Manager of Demand Planning, was responsible for forecasting \$180M worth of consumer electronics that are sold through Best Buy, Radio Shack and Amazon. Worked closely with Marketing, Sales and Product Development to execute all promotions and plans. Manugistics super user.

- Increased sales \$2.5M through in-stock improvements at Retail.
- Improved forecast accuracy from 68.5% to 83.7% in first year.
- Maintained a trailing 12 month forecast error below 5% for last two years of role.

Demand Analyst

2004 – 2007

Created and monitored monthly Supply Chain forecast and led the monthly demand consensus process. Interfaced with Marketing, Sales, Supply Chain and Finance on a daily basis.

- Lowered forecast error from 24% to 15%.
- Reduced inventory by \$2.4M.

COMPANY XYZ, Cambridge, MA

Supply Chain Analyst

2001 – 2004

Reported to the Manager of Inventory Planning, worked with overseas factories to effectively plan flow of toys into warehouses. Conducted weekly inventory reviews of all replenished materials using SAP consumption reports and forecasts based off of historical data while adhering to target inventory levels.

- Raised the internal customer satisfaction rate to 93.9% from 89%.
- Maintained 92% in-stock rate of replenishment inventory.
- Increased North American inventory turns from 2.7 to 5.0.

Supply Chain Intern – Demand Planning

2000 – 2001

Reported to the Manager of Demand Planning. Responsible to forecast 100+ SKU's for toys sold through on-line retailers. Analyzed business processes and data from internal systems (SAP R/3, BW, APO, etc.) and educated consulting partners on overall sales history, forecast accuracy, material master, and product profile.

- Improved YTD forecast accuracy by 4.9%.
- Member of inventory strategy and safety stock project team that was responsible to reduce inventory by \$4M.

EDUCATION AND PROFESSIONAL DEVELOPMENT

Certified Professional Forecaster (CPF), Institute of Business Forecasting – 2010

M.B.A., Northeastern University, Boston, MA – 2000

SUPPLY CHAIN MANAGEMENT CERTIFICATE, Northeastern University, Boston, MA – 2001

B.S., CHEMISTRY, University of Massachusetts, Boston MA – 1998

SYSTEM EXPERIENCE

Proficient in Manugistics, SAP R/3, APO, BW, & Excel