

# Robert Smith

## *Sr. Demand Planner*

### PERSONAL STATEMENT

Experience in internal and external customer service. A well organized, dependable individual with excellent communication skills. Exceptional ability to adapt to changes in the work environment.

### WORK EXPERIENCE

#### ***Sr. Demand Planner***

**ABC Corporation - July 1999 - January 2016**

##### *Responsibilities:*

- Accurately forecast materials for our customers in North America.
- Running reports to show where our forecast has gaps and reaching out to the sales team for up to date information to make adjustments where necessary.
- Working closely with product managers on new or lost business to ensure we have products available for our customers.
- Conducting global meetings to make sure we will have enough raw materials to meet our needs.
- Production Coordinator Scheduling six production lines to run on two different shifts.
- Running month-end reports for the management team. Entering new material formulas into our SAP system.
- Setting up different label formats based on customer needs.

#### ***Demand Planner***

**ABC Corporation - 1995 - 1999**

##### *Responsibilities:*

- Received multiple promotions, developed and implemented key strategies for building, executing and analyzing full price style level forecasts, purchases and deliveries for specific categories to drive business growth.
- Coordinated and conducted long range demand forecasts and in-season monthly demand forecasts based on the corporate SRI, category revenue targets and profitability goals, growth plans, historical data, merchandising assortments, customer bookings, advertising plans and market feedback while successfully balancing customer coverage and inventory goals.
- Collaborated with product line managers, sales, operation, supply planning and finance personnel on current and future season forecasting, correctly identifying crucial opportunities and risks based on history and market trends to maximize inventories, revenue, profitability and gross margins.
- Provided timely communication, accurate information and recommendations to executive management regarding forecasts, inventory, bookings, inbound and outbound flow, SKU productivity and closeout projections to ensure optimal success.
- Created, maintained and published detailed weekly, bi weekly and

### **CONTACT DETAILS**

1737 Marshville Road,  
Alabama  
(123)-456-7899  
info@qwikresume.com  
[www.qwikresume.com](http://www.qwikresume.com)

### **SKILLS**

Advanced Excel,  
Technical Skills.

### **LANGUAGES**

English (Native)  
French (Professional)  
Spanish (Professional)

### **INTERESTS**

Climbing  
Snowboarding  
Cooking  
Reading

### **REFERENCES**

Reference - 1 (Company Name)  
Reference - 2 (Company Name)

monthly reports tracking regional and strategic account forecasts to financial targets, bookings reports tracking year over year business and inventory and production due reports comparing actual inventory levels against corporate SRI.

- Developed and integrated ad hoc reports providing detailed information for making key decisions regarding forecasts and inventory such as DC forecasts, slow moving inventory, early price reduction programs and close-outs.
- Delivered scenario planning and trend analysis to determine regional and strategic forecasts and inventory plans tracking to goals..

## Education

Bachelor of Science in Biology - (Missouri Western State University)