

JOB DESCRIPTION

ROLE	Demand Analyst
FUNCTION	
REPORTS TO :	Finance Director

MISSION

To provide analysis of data to support and inform decision making on forecasting and demand planning to ensure the site to meets all short term and strategic goals.

MAIN RESPONSIBILITIES

- ▶ Work closely with HSW and Danone stakeholders to ensure that the role is providing relevant data and outputs, including reports, for the sales team
- ▶ Collate, create and maintain a suite of reports that support business wide decisions
- ▶ Analyse and adjust forecast based on category/product trends along with changes in the marketing and sales plans/ figures. Where appropriate creating and providing trend analysis by product.
- ▶ Work collaboratively with relevant HSW and Danone stakeholders to plan any new product listings and any increase in volume
- ▶ Work collaboratively with HSW and Danone stakeholders to understand requirements and make recommendations where improvements could be made. More specific with regards to forecasting.
- ▶ Work with departments where required on specific projects to provide relevant data and insight to inform decision making
- ▶ Review historical sales trends, demand drivers and prepare forecast data
- ▶ Support strategy for increased operational efficiency through provision of historical and up to date data
- ▶ Be accountable for delivering forecast accuracy and drive improvements in accuracy of the data
- ▶ Use access to gather data to manipulate

CRITICAL PATH, KEY CHALLENGES, LIMITATIONS

- ▶ Influencing planning and demand decisions
- ▶ Using more understanding of plant capability to inform suggestions and ideas
- ▶ Using data to develop forecast monthly, excel based skills
- ▶ Link into demand planning team , CBU

WHAT ARE THE KEY MOTIVATORS FOR THE RIGHT CANDIDATE

- ▶ Ownership of reporting across HSW site
- ▶ Main point of contact for system data across site

EDUCATION & PROFESSIONAL EXPERIENCES NEEDED

- ▶ Confident: to work autonomously, to deliver under pressure, to deal with ambiguity and to challenge to achieve the best outcome.
- ▶ Highly proficient in Excel
- ▶ Proficient in data manipulation and analysis
- ▶ Experience of working in FMCG
- ▶ Background in forecasting/ demand planning is useful

FUNCTIONAL, BEHAVIOURAL COMPETENCIES NEEDED & TECHNICAL SKILLS

- ▶ Highly motivated, and proactive
- ▶ Approachable
- ▶ Confident & self-aware
- ▶ Open to change & resilient
- ▶ Flexible and Adaptable
- ▶ Tenacious

COMPENSATION & BENEFITS

DANONE JOB GRADING

LEVEL:

TARGET BONUS %: