Clarins

Title: Demand Planner

Location: 15 Olympic Drive Orangeburg, NY 10962

Job Type: Full-Time (Experienced)

Compensation Type: Salary

Start Date: ASAP

Job Description:

Clarins, a leading European skincare and luxury fragrance company, is seeking a Demand/Supply Planner for our Corporate Office located in Orangeburg, NY. This position is responsible for all forecasting activities associated with customers and products. The Demand/Supply Planner creates and maintains forecast models for their customers, incorporating business intelligence and forecast information gathered from sales, marketing, finance, retailer replenishment analysts, and other sources (i.e.: Nielsen or other syndicated consumer data).

The Demand/Supply Planner is the integration point into the sales and commercial organization. Basic forecast modeling is the responsibility of this position. This position leads the dialogue each month for their respective customers and products with key counterparts in Sales and Marketing.

Primary Responsibilities:

- Develop demand forecasts (operational forecasts) at multiple levels of aggregation for multiple time horizons as part of a demand planning function.
- Review historical sales trends, research demand drivers, prepare forecast data, develop statistical forecast models, and evaluate forecast results.
- Coordinate cross-functional research activities to reconcile significant variances and refine the forecast model to reflect updated sales and marketing assumptions.
- Interact with sales, marketing, and customer finance to understand demand forecast drivers.
- Utilize a collaborative and consensus approach by working with Sales, Marketing and Customer Finance to obtain and ensure that current and accurate information is used for demand forecasts.
- Use and maintain the Demand Planning software as the primary forecasting system tool.
- Provide input to the Supply Planning organization in developing inventory strategies on existing items, new products, and product phase-outs.
- Closely coordinate and communicate customer action plans with supply planning
- Monitor inventory level and product availability
- Drive ad hoc analyses on stocks to monitor overall performance
• Ensure detailed follow up of replenishment plan for product launch and promos in order to minimize the risk of shortage or over stock
• Ensure local consistency of inventory policy
• In case of shortage, adjust proposed replenishment plan by defining priority within distribution orders
• Contribute to the reconciliation between logic and physical stock

Job Functions

• Create statistical forecasts:
  o Gather, analyze and validate data
  o Execute statistical modeling software
  o Review resulting statistical forecast model
  o Apply error analysis techniques to improve forecasting
  o Summarize/aggregate statistical forecasts
• Review sales plans, customer finance Budget Updates or Latest Estimates and demand drivers:
  o Present, solicit, and assess feedback on the various forecasts from sales, and finance
  o Recommend adjustments for operational forecasts
  o Review promotional plans with sales
• Achieve consensus for operational demand forecasts by facilitating a collaborative planning process with sales, marketing and finance personnel:
  o Prepare relevant material to facilitate research and discussion
• Provide input to volume planning (Latest Estimates / annual process)
  o Facilitate and manage demand planning/customer meetings
  o Achieve consensus with the business side and the demand chain
• Maintain demand planning system and software
  o Enter and modify data and ensure the correctness of product hierarchy
  o Monitor trends in forecast error
  o Identify relevant market-related data and competitive intelligence
• Prepare and maintain relevant reports pertaining to demand planning process

Qualifications:

• 2 to 3 years of experience in the industry
• BA/BS college degree or its equivalent. MBA preferred
• APICS or other forecasting Certification preferred
• Ability to perform tasks using Microsoft Excel
• Demonstrated proficiency in statistics, forecasting and forecasting methods with an understanding of their financial and operational impacts. Knowledge of Lawson M3 or other software related to demand planning is preferred
• Experienced with other software packages including Windows, and Microsoft Office. This position requires strong analytical, organizational, decision making, and presentation skills. Strong interpersonal skills are also essential to effectively interact with all teams, areas and levels of business affecting the forecast process. Good facilitation skills are required

Application Instructions:

Please apply on-line by clicking the following link:
https://home.eease.adp.com/recruit/?id=11425871

About the organization:

“Together, do more, do better and enjoy doing so.” – Founder Jacques Courtin - Clarins

When you join Groupe Clarins, you not only grow professionally, you grow as an individual. As part of the Clarins family, you will help create unforgettable brand experiences for our prestige skin care, make-up and fragrance divisions. Feel great about the work you do as you partner with an organization committed to responsible development practices and giving back to struggling populations throughout the world.