# Resume’

Name:

Address:

Mobile:

E-mail:

Date of Birth:

NRC No.:

Religion:

**CAREER HIGHLIGHTS**

* 10+ years demand planning experience forecasting at FMCG and Pharmaceutical industries
* Involvement in 2 major forecast system changes (SAP AOP and Demand Solutions)
* Managed team of up to 3 staff
* Improved forecast accuracy from 85% to 90%
* Chairing monthly SOP meeting with Executive Team.

**EDUCATION**

March 2007

Yangon University – BA in Business Management

June 2012

APICS – CPIM

**COURSES AND TRAINING**

June 2013 ~ November 2013

Singapore Institute of Materials Management – Certificate in Purchasing Management

**SYSTEM SKILLS**

* Manugistics Forecasting
* SAP APO Forecasting

**EMPLOYMENT HISTORY**

**ABC Company Limited, Yangon July 2009 – Present**

International FMCG company with 200 staff in Myanmar

**Demand Planning Manager November 2011 - Present**

**Responsibilities:**

* Management of 3 planners
* Ensure accuracy and sense check of lowest level forecast in consolation with sales.
* Guide direct report (Demand Analyst) to assist in the development of their demand planning skills.
* Develop / manage the weekly / monthly S&OP forecast process.
* Develop and maintain all demand planning reports in a timely manner.
* Involvement in the weekly & monthly SOP meetings ensuring all reports are prepared & analysis is complete.
* Provide feedback to business on sales results and forecast change.
* Work to understand and improve demand planning KPI’s (Forecast Accuracy / Forecast Bias / Service).
* Work to reduce the level of aged inventory by ensuring forecast is as accurate as possible.

**Demand Planner July 2009 – October 2011**

**Responsibilities:**

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* Work to reduce the level of aged inventory by ensuring forecast is as accurate as possible.
* Forecast NPD products in consultation with sales & category development within required timings.
* Managing deletions process within the forecasting process.

**Achievements:**

* Work to understand and improve demand planning KPI’s (Forecast Accuracy / Forecast Bias / Service).
* Work to reduce the level of aged inventory by ensuring forecast is as accurate as possible.
* Forecast NPD products in consultation with sales & category development within required timings.
* Managing deletions process within the forecasting process.

**XYZ Company Pte Ltd, Singapore June 2005 – July 2008**

Singapore based pharmaceutical business with 120 staff

**Demand Analyst**

**Responsibilities:**

* Generate forecasts (Baseline, promotions and NPD) in SAP APO
* Generate Gross Sales Value from volume forecasts for financial month end reporting
* Report on forecast changes to stakeholders
* Manage direct report (Woolworths Customer demand planner)
* Report root causes of forecast errors (accuracy and bias) to stakeholders
* Understand the segmentation, key drivers, competitors, market performance, activation and innovation plans of the category
* Generate standard and adhoc reports
* Attend key meetings on sales performance vs. forecast and represent demand planning at key leadership