



# ROLE PROFILE

## General Information

**Job Title :** Demand Planner

**Acronym** (filled in by HR) : APIA

**Review :** 1

## Job Purpose

Guarantee the availability of products (implants and instrument sets) based on the sales forecast and new products plans, stock and service level targets.

## Major Accountabilities

- Is in charge of generate and manage the demand for implants and instrument sets, both in term of sales that investments.
- Following the definition of the production volumes on the basis of demand, enable the Purchase and Production Planning departments.
- Is responsible for monitoring the stocks by regions/products assigned.
- Contributes to the process of collecting sales forecast and relevant data to their analysis, including the identification of outliers (historical sales, trends, seasonality, ordered vs sales, promotions, etc.).
- Participates, for assigned products, to the new products development teams.
- Ensures the updating and accuracy of the materials management parameters (lead time, lots, reorder points, etc.) assigned and maintenance of Demand Planning software.
- Creates reports and statistics to support of the Demand planning process.
- Guarantees the correct execution of phase in/replacement and phase out product plans, with reference to aspects of planning and availability materials.

## Background (State the required education, experience level, and competency profile)

**Education :** Bachelor/Master Degree in Engineering  
or Economics

**Experience :** Preferable a minimum experience in an international company in Logistic or Supply Chain field, or specific training to the task of at least 6 months

**Professional Requirement :** /

## Technical/Soft Skills

Description	Advanced	Intermediate	Basic
Analytical thinking	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Flexibility	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Drive for results	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Problem solving	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Proactivity/Initiative	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Interpersonal skills	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
English language (spoken and written form)	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Knowledge of Material Planning principles and practices (production and purchasing)	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Demand planning, logistics and distribution, warehouse methodologies	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



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## Technical/Soft Skills

Description	Advanced	Intermediate	Basic
Knowledge of ERP systems (JDE, Sap...)	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Teamwork	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

## Read and Approved

**Date:**

**Signature:**

**Area Vice President's Signature :** 12/09/2016

**Employee's Signature** (for acknowledgement) :