

AS America, Inc.

JOB DESCRIPTION

POSITION TITLE

Manager - Demand Planning

POSITION DESCRIPTION:

As a member of the Supply Chain team, the qualified individual will create an 18 month rolling SKU and Model level forecast for our Chinaware business with Sales revenue of \$500MM; for key retail customer channels that will consistently meet or exceed accuracy levels that drive the achievement of ASBs service level goals. Utilizes a thorough knowledge of software applications and apply advanced forecasting techniques and principles along with maintenance to historical data. Supplement modeling methodology with Excel spreadsheets to provide analysis critical to development of forecasts.

RESPONSIBILITIES:

1. Develop and control the timely flow of monthly regular business forecast by SKU for new and existing products to drive MPS requirements and inventory targets.
 - a. Analyze historical sales trends such as POS data.
 - b. Lead forecast pre-demand meetings with key stakeholders from Sales, Operations, Finance.
 - c. Understand potential impacts of retail promotions that may affect order demand.
2. Interface with Supply planning team to bridge demand-supply gaps so as to maximize revenue and customer service level.
3. Manage new product launches and ramp downs of old products to minimize obsolete inventories.
4. Support various business initiatives (and make recommendations) pertaining to SKU rationalization, reduction of SLOB (slow moving inventory).
5. Develop total gross sales forecast from unit forecast by SKU that will drive monthly volume meetings with Retail and business leader. Get consensus forecast.
6. Generate reports and KPIs that will monitor demand exceptions and take corrective actions – perform root cause analysis on key forecast deviations.
7. Drive forecasting improvements to meet targets and optimize inventories.
8. Create Sales plan (AOP –annual operating plan)

QUALIFICATIONS:

1. Bachelor's degree in Business, Finance, Operations or Supply Chain is required.
2. Proficient with forecasting methodologies, techniques and/or statistical modeling.
3. Must have the ability to work independently and be highly motivated.
4. Very strong communication skills: concisely presents complex information and/or recommendations to management.
5. Proactively problem solves and recommends solutions to our business and Sales teams.
6. Business intelligence: understands and executes against business strategy; understands the context in which demand happens.
7. Ability to reconcile the forecast back to the financial plan and vice-versa.
8. Strong leadership and consensus building skills.
9. SAP APO-DP or other forecasting system tools required.
10. APICS certification always a plus.

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ABOUT AMERICAN STANDARD BRANDS:

American Standard Brands is a leading North American manufacturer of a wide range of high quality kitchen and bath products including faucets, fixtures, furniture, vitreous china fixtures, cast iron sinks, whirlpool tubs and other related products. The company currently serves both the residential and commercial markets, employs more than 5,000 people in the U.S., Canada and Mexico and markets products under the American Standard[®], Crane[®], Eljer[®], Porcher[®] and Jado[®] brands. American Standard Brands is an affiliated portfolio company of Sun Capital Partners with a minority interest held by Bain Capital Partners, Inc. American Standard Brands is an Equal Opportunity Employer, proudly embracing diversity in all of its manifestations. For more information, go to: <http://www.AmericanStandard.com/>.

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