

## S&OP EXECUTIVE

*Danone Aqua*

Creation, exchange,  
revision of sales forecast by channel (MT AFH), by NKA, by SKU using  
GPS principles ( Global Planning System, segregating baseline and uplift of  
promotion impacts). Produces 3 months rolling sales forecasts with weekly detail as  
per timeline to direct superior and/or to other Departments (supply chains) as  
requested. Guardian to SnOP process compliance to respect key dates SnOP key  
dates and to provide alerts on bottlenecks. Consolidations of PO versus Forecast from sources of supply :  
SAP for Depo and DB Extra for Distributors.  
Provides systematic  
alerts on forecast accuracy to Regional Sales Managers and Key Account  
Managers, collects feedbacks, amendments, incorporates updates. Monitors Product Demand (CRO)  
consistency (Forecast versus  
Product Demand ) by Depo for both channel, AFH and MT.  
Circulates weekly  
Acknowledged Quantity (COT) to Area Sales Managers. Produces promotion  
effectiveness review ( as per Key Account's Template ) as per timeline.

### Job responsibilities:

1. Extracts SAP data to be combined with DB Extra  
of Distributors to produce forecast accuracy report (PO versus forecast).
2. Sends  
alerts to Distributors to submit Service Level Data as per timeline ( source is  
DB Extra )

3. Submit

MDC forecast (both for AFH and MT) to Supply Chain MDC every Wednesday.

4. Produces

review on Demand Planning KPI (Factory Service Level plus CSL) on a monthly basis.

5. Produces Promotion Review reports for Key

Account Team.

Requirements:

- University Degree
- Minimum 2 years in a similar position, dealing with structured reporting systems and KPIs
- Ability to achieve results effectively; proactively and initiative skills;
- Good communication skills, leadership skills, capacity to work under tight timeline.
- Determination, flexibility
- Results oriented; willingness for excellence; open minded; flexible.
- Self motivated;
- Analytical spirit, prioritization skills.
- Organized and persistent in accomplishing tasks.
- Capable of working under stressful deadlines situations.
- Positive attitude, pragmatism.
- Able to promote cross functional effectiveness.
- Punctual

Accountable

- Advanced knowledge of Microsoft Excel, Access, Database and Powerpoint, Fair knowledge Word. Lotus Notes medium level.
- SAP- an advantage
- Bahasa native, English fair/good, both written and spoken.

Please submit your updated CV to:

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Only shortlisted candidates will be notified