



# WHITE CROW

SELECTION

BVBA

**White Crow Selection** is an Antwerp-based recruitment and selection specialized in Marketing/Sales/HR/Logistics/Supply Chain profiles. We only offer permanent jobs.

For our client, an important player (worldwide) in the chemical sector, we are looking for a **DEMAND & SUPPLY ANALYST (m/v)**

The Demand and Supply Analyst is responsible for delivering an accurate sales forecast and for the entire forecasting process to ensure an optimal supply towards customers. The Demand and Supply Analyst works closely together with sales, sales support, production and marketing.

### **Responsibilities**

1. The total forecast process:

Review historical data in "Administration" in order to create a clean basis for future calculations.

Analyse seasonality and trends, on different levels (SKU, brand/pack, budget regional channel/subtrade channel/key account) to be reflected in future forecast.

Manage baseline forecast by SKU and by Key Account, generated by the system, using statistical models, on short (0-3 months) and long term (3-6 months) horizon.

Work collaboratively with the different stakeholders (RSM's, KAMs, Field Sales, Regional and Operational Marketing team, Promotions, ...) to gather all relevant information (promotions, new initiatives, market intelligence, external inputs...) by organizing monthly follow-up meetings and further expand the S&OP process.

Enrich/adapt system forecast with all gathered information to create total expected demand.

Estimate expected uplift for all national promotions by SKU and by Key Account and impact on other brands/packaging.

Analyse, explain and follow-up deviations between sales forecast and actual deliveries in order to correct future expectations.

2. Follow-up with Local Production Planning team within Supply Chain (supply chain specialist) to ensure reported sales forecast will be available on time to be delivered to the customers.

3. Continuously think on how to optimize processes and systems to sync and collaborate between sales-operations-purchasing.

**White Crow Selection is searching for following profile:**

You are able to communicate with and acquire input from colleagues in various field of expertise.

You have a good knowledge of Custom & Global Trade Regulations and Processes.

You have strong analytical skills and are highly engaged, hands-on and result oriented.

You are fluent in Dutch and English. Good knowledge of French is an extra asset.

**Our client offers you:**

A varied and challenging role within a dynamic company where there are still many achievements and promising projects on the horizon. You will be welcomed in an enthusiastic team where you can count on solid training and support, but also sufficient scope to fully develop and apply your commercial, organizational and technical skills. In addition you can be assured of a motivational remuneration package supplemented with various extra-legal benefits.

**INTERESTES? WOULD YOU LIKE TO RECEIVE MORE INFORMATION?**

Please send us your CV to following address [info@whitecrowselection.com](mailto:info@whitecrowselection.com).

You can also contact us by phone: [0485/80.05.21](tel:0485800521) (Miguelle Remes)

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By applying for this vacancy, you acknowledge that you have read and accept the following conditions : [http://whitecrowselection.com/LEGAL\\_Privacyverklaring.pdf](http://whitecrowselection.com/LEGAL_Privacyverklaring.pdf)

Best regards,

**White Crow Selection**-team.