

Job Title:	Demand Planner
Reporting to:	Head of Group Sales
Location:	Brentwood, Essex, UK

Company Background:

- Farsound is a leading global supply chain solutions specialist, focused on managing fast moving, small hardware parts (C Class and B Class parts) for aero-engine MRO facilities overhauling commercial aero-engines.
- Farsound manages the procurement and supply of C-class and B-class parts for an increasingly complex and diverse global network of over 300 suppliers, 20,000 part numbers and 500 customers.
- The business has grown rapidly over the last 5 years and will continue to grow strongly with turnover over \$100m in 2023.
- To support future growth Farsound is investing in new facilities, stock and a highly skilled workforce.
- Farsound operates out of the UK, US and Canada, with on-site customer presence in Spain, Singapore, Japan and China. Farsound employs around 100 people globally which will continue to increase.
- Farsound Group is owned by AGIC Capital, a growth-orientated European-Asian private equity firm who acquired the Group in 2019.
- In April 2023, Farsound UK relocated to a new state of the art 57,000 sqft facility based in West Horndon, Essex.
- Farsound US was established in Feb-23 to be the platform to continue to grow the US business. It will be in a new build facility from H2-23. Farsound US is expected to employ up to 15 staff over the next 12 months.

General Purpose:

- Purchasing and Production planning, Scheduling and forecasting
- Responsibility for monitoring and delivering the short and long-term stock and availability forecast plans.
- Solving potential supply issues and manage these issues to minimise their effect on the overall business.
- Provide and implement strategies that minimize stock outages through improved ordering, scheduling and detailed trend analysis.
- Track the profile of product inventory using Netstock.
- Maintaining knowledge of and understanding of current and future trends at micro and macro level
- Generate progress reports and presentations where appropriate.
- Identifying forecast changes and present the impact to the overall business.
- Collecting data from internal and external sources on factors known to affect demand (e.g., Cirium database)
- Analyse sales history, stock, and other data points

- Review historical sales trends.
- Use Netstock and market intel to model the data to forecast future demand.
- Prioritise the performance of the Top200 parts by profit in the business.
- Provide feedback on instances that could impact customer fulfilment such as hyper consumption and supply delivery delays.
- Gather updates from Sales, Procurement & Quality that can affect demand.
- Develop demand forecasts at multiple levels of aggregation (part / part family / customer / engine level)
- Reconcile significant variances from month to month at part level. Communicate those variances to the appropriate stakeholders.
- Participate in the monthly sales meeting to understand macro movements in forecast.
- Establish a benchmark for what Farsound regards as forecast accuracy.
- Collaborate with customers, sales teams and procurement to improve forecast accuracy.
- Use and maintain the demand planning software.
- Provide input to the supply planning organization in developing inventory strategies on existing items, new products, and product phase-outs.
- Refine systems and methods to improve forecasts in order to better anticipate customer needs.
- Build the process and present SIOPs at an agreed time frame within the year.
- Support and measure the business plan. Sales, Inventory & Operations Planning helps to determine whether your original financial expectations (budget), current sales plan, and operations plan are in sync with each other.
- Effectively manage change. The ability to carry out Sales, Inventory & Operations Planning is synonymous with being able to manage change, to substitute controlled and appropriate responses for knee-jerk reactions.
- Work with Sales and procurement to implement lagging and leading KPIs to represent our demand profile, accuracies and forecasting level.
- Devise a planning function that can support all Farsound sites around the globe.

Requirements – experience/qualifications:

- Previous experience in a similar position within an Aerospace, FMCG, Automotive or manufacturing environment.
- Educated to degree level.
- An understanding of other departments including, sales, supply chain, etc.
- Understand how to drive performance through a Continuous Improvement culture.

- I.T Skill level with an exceptional command over Microsoft Excel and other office 365 applications. Advanced Excel skill level is advantageous.

Requirements – personal characteristics:

- Strong communication skills in order to effectively liaise across multiple departments.
- The ability to be flexible with hours to meet the demands of the company.
- A strong commercial focus, understanding the impact your department's actions have on the bottom line.
- Experience of managing and developing demand planning processes and KPIs.
- Self-motivating with an eye for detail and accuracy.
- Ability to work to tight deadlines.
- Ability to identify and drive improvements within the planning department and wider business.
- Able to communicate clearly to both internal and external stakeholders.
- Be someone who believes in a team ethos and continual improvement.

Package:

- Competitive salary ranging from £45,000 to £70,000 dependent of experience.
- 25 days holiday including Christmas closure.
- Private medical insurance (BUPA).
- Company bonus scheme.
- Use of the office gym
- Pension contribution
- Holiday buy back scheme

Other Information:

- Farsound supports a hybrid working policy where appropriate, with up to 2 days working from home per week for full time employees.
- Farsound promotes continuous development of employees and offers training and support to develop new skills and keep up to date with the ever-changing technologies.