

Demand Planner - Professional Vertical

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Company: Sonos, Inc.

Location: Netherlands

Category: other-general

At Sonos we want to create the ultimate listening experience for our customers and know that it starts by listening to each other. As part of the Sonos team, you'll collaborate with people of all styles, skill sets, and backgrounds to realize our vision while fostering a community where everyone feels included and empowered to do the best work of their lives. The Demand Planner will be responsible for the Sales & Operations Planning (S&OP) Governance for Sonos Professional business vertical accounts within the EMEA region as well as own demand forecast accuracy as OKR for EMEA Professional business. The Demand Planner is also the main point of contact for our internal & external stakeholders including the Go To Market (GTM) account sales managers, Finance (FP&A) counterparts, the regional allocations manager, account fulfillment coordinators and cross functional partners.

What you'll do:

Own the Local Regional Forecast Process from creation to its execution

Optimize/improve demand forecast accuracy (measured by MAPE)

Reliably run a CPFR process with our key partners as input into the forecasting process

Prepare and submit monthly and weekly demand forecasts based on channel partners, local sales insights & Sonos-driven activities with a focus on sell in, registrations, channel inventory and revenue.

Monitor, adjust and allocate (local) supplies to optimize channel/distributor inventory

metrics.

Responsible for operational KPIs along with corrective action plans with a focus on sell in and demand (registrations) analytics

Collaborate cross-functionally to ensure smooth and efficient execution of regional to local projects and programs.

Must establish and maintain trusted advisor relationships with GTM, marketing and finance counterparts.

You interact closely with Regional GTM lead & finance along with the planning team to prepare monthly demand & revenue forecasts and Monthly Business Review (MBR) performance decks.

Own and manage one or two global professional business initiatives representing Professional business operations team

What you'll need:

2+ years of planning experience (demand or supply) in the (FMCG) Fast Moving Consumer Goods/Electronics or Lifestyle industries or equivalent relevant experience (e.g. supply chain consultancy)

Bachelor's Degree in the field of Business, Finance, Supply Chain or relative industry experience

You are confident in navigating multi-region and multi-cultural nuances.

Comfortable with working with globally dispersed manager and team members

Strong business acumen, and proven ability to act as a reliable advisor to collaborators including cross-functional senior leadership.

The ability to navigate relationships with people at all levels of an organization

Strong communication skills

Analytical skill set with attention to detail.

Curious lateral thinker who is able to see and understand the big picture while willing and able to deep dive to understand trends to formulate insights.

Understanding of integrated business planning and S&OP process and governance.

Ability to work under pressure and meet tight deadlines.

Experience in sales opportunity funnel management using Salesforce is a massive plus

This is a complex role for a real go-getter and someone who wants to grow their demand planning career with Sonos.

Your profile will be reviewed and you'll hear from us once we have an update. At Sonos we take the time to hire right and appreciate your patience.

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