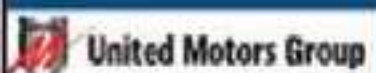




MANAGER PLANNING & SALES SUPPORT

United Motors Lanka PLC, established in 1945, is one of Sri Lanka's pioneering automotive companies representing some of the most prestigious global brands in automotive. UML has also been rated as one of the top 25 listed companies by Business Today. The company is the exclusive importer and distributor of the globally renowned Valvoline Lubricant brand and is seeking a dynamic Demand Planning Manager. This pivotal role reports directly to the General Manager of the Lubricant & Car Care vertical. The successful candidate will lead the division's overall Demand Planning and S&OP process.



KEY RESPONSIBILITIES:

Demand Planning:

- Lead the overall Demand and supply planning process for the Division in line with the set objectives.
- Develop strong relationships with the sales, marketing, and finance teams to drive collaborative forecast planning.
- Monitor and analyze demand planning performance to continuously improve forecast accuracy, eliminate forecast bias, and present findings at the monthly S&OP meetings.
- Collaborate with Supply Planning to develop inventory strategies for existing products, ensure timely order placement, and coordinate with Logistics to guarantee on-time stock arrivals and minimize out-of-stock situations.
- Through systematic reporting, ensure that Demand Plan information is available to all stakeholders.

S&OP Management:

- Provide leadership and facilitation of the monthly Demand review & S&OP process for the Division.
- Assist the business in the Annual Planning Process in terms of insight generation & volume forecasting.

Sales Support:

- Based on the Demand Plan, the Distributor Target setting is to be carried out in liaison with the Sales manager and GM L&CC.
- Support in terms of Both Brand and Field forces requests for ad-hoc analysis and provide actionable insights.
- Analyze trends across various sales channels, providing actionable insights and feedback to the sales team to enhance the planning and execution of trade programs.

QUALIFICATIONS:

- Degree or Equivalent with a specialization in Mathematics, Statistics, or Finance, together with at least 03 years of experience in Demand planning.
- Strong preference for candidates with FMCG Knowledge of field force and trade practices.
- Sound Knowledge of SAP or any other demand planning platform and other software packages, including Microsoft Office (Microsoft Excel).
- Strong analytical skills, organizational, decision-making, and presentation skills.
- Strong communication skills with a collaborative approach to working effectively across teams.

An attractive remuneration package, including a comprehensive medical scheme, along with excellent career development opportunities await the selected candidates.

Canvassing in any form will be a disqualification. If you are confident that you satisfy the above requirements, please email your resume to reach us within 07 days of this advertisement.

Send your cv to below address or email

General Manager - Human Resources and Administration
United Motors Lanka PLC
100, HydePark Corner, Colombo 02 | careers@unitedmotors.lk

