

Senior Analyst S&OP at Wasoko

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Company: JobWebKenya

Location: Kenya

Category: business-and-financial-operations

Job Description

(adsbygoogle = window.adsbygoogle || []).push({}); Wasoko is transforming communities across Africa by revolutionizing access to essential goods and services. By connecting small shops to the digital economy, we fix inefficient supply chains and provide services that were previously unavailable. Wasoko aims to provide everything a retailer needs, no wholesalers or banks necessary. Thousands of retailers across Kenya, Tanzania, and Rwanda use Wasoko's mobile ordering and delivery service to receive the goods they need as quickly and cheaply as possible while also accessing growth financing for the first time.

Role:

The role of the Senior Analyst S&OP will mainly focus on providing accurate demand and supply plans that deliver the expected growth. This position will work directly with Market OPS, on the operational demand plan by Sku/Brand/Category/Class/Sub-Class in order to align with the company strategy. The role will directly support the Sales & Operations Planning process through the weekly monthly Demand Planning and Margin alignment meetings. They will work cross functionally with Marketing, Sales, Finance and Procurement to help achieve high forecast accuracy. Providing aggregate and monthly Forecasts that will drive the Supply Chain to meet Sales and Customer Service objectives. This role will also support the analysis of market Ops projects and develop insights.

About You

To succeed in this role you must have:

Strong analytical abilities

Strong knowledge of demand planning process in FMCG

Excellent communication and presentation skills

Detailed oriented and extreme accuracy

Ability to Multitask, managing several projects at once.

Extensive spreadsheet analysis and strong mathematical abilities

Ability to lead cross-functionally

Team Building

Responsibilities:

Develop the operations forecast for multiple time horizons. Provide guidance to the Sales team in data analysis, to identify forecast adjustments.

Review historical sales trends, research demand drivers, prepare forecast data and evaluate forecast variances versus actual demand. Provide corrective actions.

Monitor key forecast metrics with the objective to continuously reduce forecast error.

Coordinate cross-functional research activities to reconcile significant variances and then refine the forecast to reflect updated Sales and Marketing assumptions.

Interact with Sales, Marketing Sourcing to understand demand forecast drivers and ensure there is alignment in both Volume and Margins.

Utilize a collaborative and consensus approach by working with Sales, Marketing, Finance, Supply Chain and Customer Service to obtain and ensure that current and accurate information is used for demand and supply inputs into the operations forecast.

Liaison to the Finance Department in updating the Long Range Plan (LRP) assumptions.

Continuous improvement for demand planning processes and systems.

Report Key KPI's and root cause/create plan of action at the SKU level.

Requirements:

5+ years experience in Demand Planning/Forecasting preferred.

Knowledge of forecasting softwares and SAP systems preferred or other ERP system.

Proficient in PC skills, especially MS Office, Excel is a must.

Familiarity with FMCG, especially commodities, perishable products and key classes of general trade across EAC

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Cross References and Citations:

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