

**Below are postings for retained searches we are working on. Please share this email with anyone who you feel may be a match.**

**We invite confidential submission of resumes; candidates should complete a candidate profile at [www.searchlogixgroup.com/resume.asp](http://www.searchlogixgroup.com/resume.asp) or as a second choice, email their information and requirements to [resumes@searchlogixgroup.com](mailto:resumes@searchlogixgroup.com).**

**We are also working on other searches across the U.S. Please visit our job board at [www.searchlogixgroup.com](http://www.searchlogixgroup.com) for information and details.**

**Thank you and please let us know, via return email, if you do not wish to receive emails of this nature from our company. We will immediately remove you from our lists.**

**Many thanks!**

**Gina O'Leary**

**General Manager**

#### **Logistics Planner**

**The logistics planner processes global fleet data in order to compare the actual container availability with known customer demand patterns (history, order backlog, forecast). Based on analysis, the logistics planner advises and coordinates the global fleet movements in close collaboration with the logistics coordinators**

#### **Education/Qualifications:**

- Highly analytical character with accurate work style, who knows how to draw practical conclusions
- Experience and background from the logistics, transportation and or supply chain management industries with focus on inventory planning.
- Strong general IT affinity, preferably with database management and IT application engineering know-how
- Experience in working with it systems and thinking in processes.
- Ability to multi task and cope with stressful situations.
- .University Degree or equivalent
- Excellent MS Excel skills; preferably MS Access skills
- Excellent communications skills, both written and verbally

- Team player with strong intercultural sensors

**Salary:** \$50-60K base PLUS!! Excellent comprehensive benefits package.

**Relocation:** Yes, position is in the Dallas, TX area.

**Apply:** Complete your candidate profile at [www.searchlogixgroup.com](http://www.searchlogixgroup.com) and refer to job posting 20103SN. As a second choice, email your information and requirements to [resumes@searchlogixgroup.com](mailto:resumes@searchlogixgroup.com). Only candidates who appear to meet the above criteria will receive a response.

### **Director of Demand Management**

**Duties and Responsibilities:** The Director of Demand Management leads the team in delivering accurate demand and shipping forecasts and providing meaningful market intelligence to achieve sustainable growth and to exceed the overall business expectations. The overall scope of the position will include responsibility for all of the consumer product organizations.

#### **Responsibilities will include:**

- Designing, developing and implementing best in class demand planning processes utilizing I2, Manugistics and SAP, across the consumer product organizations.
- Driving the integrated supply chain strategy across integrated operating companies.
- Managing the shared service nature of the Sales & Logistics business
- Communicating clear expectations
- Identifying expectations with customers and creating processes to manage them
- Managing the expectation that revolve around functional responsibilities and ongoing mechanisms to effectively partner with constituents and customers
- Influencing external performance in area of customer service
- Driving customer satisfaction while influencing and driving functional requests
- Ensuring that the appropriate initiatives are in place to ensure customer satisfaction
- Operating at a senior level within organization

**Education/Qualifications:** BS/BA degree; Master or advanced degree preferred. Minimum of 8 years experience delivering accurate demand and shipping forecasts and providing meaningful market intelligence to achieve sustainable growth and to exceed the overall business expectations. Process Excellence/Six Sigma, Project Management, and or Change Management certification a PLUS!

Please reference code 17110SN when referring to this posting.

**Salary:** \$130k base PLUS bonus. Excellent comprehensive benefits package.

**Relocation:** Yes. Position is in Central New Jersey area.

**Apply:** Complete your candidate profile at [www.searchlogixgroup.com](http://www.searchlogixgroup.com) and refer to job posting 17110SN or as a second choice, email your information and requirements to [resumes@searchlogixgroup.com](mailto:resumes@searchlogixgroup.com). Only candidates who appear to meet the above criteria will receive a response.

## **Demand Planner**

**Duties and Responsibilities:** A highly visible supply chain role that will oversee the Demand Planning (forecasting and inventory) requirements process. This is a hands-on position responsible for developing and executing Demand Plan and inventory plans that will enable the division to meet sales and service objectives. Collaboration with other members of the supply chain, sales, marketing, and customer support teams is paramount to achieve these sales and service objectives.

### **General responsibilities include:**

- Designing and generating weekly and monthly statistical forecast reports
- Continuously improving forecasting techniques, method, and approach
- Relating and measuring the impact of forecast accuracy
- Evolving and maintaining documentation and standard operating procedures for demand planning processes and systems.
- Conduct current and future forecasting analysis, insuring forecasting processes and methods are followed.
- Assemble and analyze all data pertinent to creating the sales forecast (historical sales, market trends, seasonality, promotions, and eventually tier 1 account POS and inventory levels).
- Establish and utilize best methods (statistical models and software tools) in creating forecasts and respective inventory targets.
- Make recommended adjustments to forecast and inventory targets based on changes in demand and market trends.
- Lead forecast and inventory planning meetings with Marketing Managers, reviewing recommended sales forecasts and inventory goals (emphasis on brand transitions, new product introduction, and promotions).
- Manage inventory targets (including safety stock levels) that are approved by management.
- Prepare, report, and communicate forecast and inventory measurements to management (forecast accuracy, inventory plan vs. targets).
- Monitor SKU levels and recommend SKU rationalization initiatives in the future
- Proactively facilitating, re-engineering, best practices & consensus between functional experts (Demand Planning, Inventory Planning, Purchasing, Sales & Marketing, Operations, Finance, and IT)

### **Education/Qualifications:** BS/BA degree and...

- Background in master scheduling, forecasting, procurement and planning.
- Strong analytical abilities
- Strong knowledge of demand planning process within Consumer Packaged Goods Industry
- Experience using PeopleSoft/JDE(preferred) or other ERP statistical software packages

- Knowledge of demand management/forecasting tools, forecasting processes in sales, marketing operations, finance, manufacturing and supply chain issues
- Good communication and Team building skills
- Detail oriented
- Extreme accuracy
- Extensive spreadsheet analysis and strong mathematical abilities
- 3+ years related experience
- Experience with DRP/MRP functionality
- Knowledge of turn rates
- Knowledge of key inventory performance metrics, turns, margin contributions, etc.
- Ability to lead cross-functionally.
- Collaborative skills in resolving long and short positions in inventory.
- Experience in managing end of life cycle and absolute inventory.
- 4 year college degree (Business, engineering or related field)

Please reference code 20956SN when referring to this posting.

**Salary:** \$75-80K Base PLUS! Excellent comprehensive benefits plan!!

**Relocation:** Yes. Position is in the Atlanta area.

**Apply:** Complete your candidate profile at [www.searchlogixgroup.com](http://www.searchlogixgroup.com) and refer to job posting 20956SN or as a second choice, email your information and requirements to [resumes@searchlogixgroup.com](mailto:resumes@searchlogixgroup.com). Only candidates who appear to meet the above criteria will receive a response.

### **Vice President Inventory/Purchasing Management**

**Duties and Responsibilities:** Directly responsible for planning, purchasing, tracking, and maintaining inventory levels. Manage the supply chain, vendor accountability and the purchasing staff. Provide analysis and help lead systemization, implementation and use of inventory management systems. Ensure systems and programs are sufficient to meet company's inventory management needs for all import and domestic products. Help develop strategies and tactics for improving operation efficiencies, improving service levels and setting and maintaining inventory levels as well as operation cost. Provide leadership and assume responsibility for the functional and financial control of the department including development and management of an annual business plans and budget. The following duties and responsibilities are indicative of the position but certainly not limited to:

- Ensure compliance with established procedures and maintain effective internal control over the physical product flow and accounting of inventory receiving, shipping, and other inventory areas in both retail and DC operations
- Involved in vendor reviews, selection and negotiation process.
- Responsibility for training and mentoring purchasing staff.
- Heavily involved in product reviews, including which items to obsolete and new product programs to introduce. Will have responsibility related to the implementation of such programs and related committees.
- Coordinate communication with Accounting, Sales, Retail, Warehouse Management and all other impacted departments

- Assist Controller and VP Finance in coordinating the scheduling and ensure performance of physical inventories; establish and negotiate 3<sup>rd</sup> party inventory services
- Responsible for inventory planning, scheduling and general management
- Ensure adequate inventory of product in accord with inventory cycles and forecasts
- Works with warehousing management to establish the plan for the storage of all inventory product using frequency specifications and replacement calculations to determine fill rate
- Oversee the planning, scheduling, and general management of all inbound product
- Ensures compliance to quality initiatives and Critical Social Compliance issues with all suppliers.
- Assist Human Resources on all policy related and staffing issues
- Conduct daily inventory analysis to solve inventory issues quickly such as providing product substitutions or locating product and processing inventory for pending sales
- Develops and implements inventory control procedures
- Assist in reviewing and researching daily physical cycle count variances
- Leads, directs and manages inventory and purchasing teams

**Education/Qualifications:**

- B.S. degree in Business, Logistics, and/or Systems or the equivalent is required
- Masters in Business, Logistics with emphasis in Supply Chain Management is preferred
- 3+ years in a similar Vice President role
- Minimum 10 years experience with Inventory Management
- Direct import purchasing experience required
- Strong analytical skills, understanding of management systems, forecasting and budget
- Ability to analyze industry trends to recommend, develop and integrate necessary changes
- Problem solver
- Excellent written and oral communication skills
- Ability and willingness to travel internationally

**Salary:** \$130 -160k base PLUS!! Excellent comprehensive benefits package!

**Relocation:** Yes, position is in the Indianapolis, IN area.

**Apply:** Complete your candidate profile at [www.searchlogixgroup.com](http://www.searchlogixgroup.com) and refer to job posting 17993SN or as a second choice, email your information and requirements to [resumes@searchlogixgroup.com](mailto:resumes@searchlogixgroup.com). Only candidates who appear to meet the above criteria will receive a response.