



---

## JOB DESCRIPTION

<b>Job title</b>	Demand Planner
<b>Department</b>	Sales Operations
<b>Responsible to</b>	Sales Operations Manager
<b>Salary</b>	Competitive
<b>Hours</b>	40 per week

---

### About the Company

Our mission is to transform the way people live in cities. With over 16 million possible combinations of gears, colours, handlebars and accessories, we make more than just a bicycle, and we are more than just a bicycle company.

We continue to make the Brompton in West London, where we started in 1975, but our product has travelled far - we now export 80% of our bicycles to 44 countries. In the past 36 months we have invested in a new purpose-built production facility, transformed our digital architecture, opened new flagship stores and had our biggest product launch in company history and we're not stopping there...

To change urban living, we need passionate, innovative and talented people that want to challenge the status quo and make an impact.

### The role

The role of the Demand Planner requires a highly meticulous, commercially rounded, organised planner, to take immediate ownership of sales planning activities.

Reporting directly to the Sales Operation Manager, this role carries a significant degree of authority, autonomy and planning, as you become responsible for the smooth daily planning of sales. Working closely with the territory managers and account managers, you shall monitor and orchestrate weekly order books, balancing market demand with production capacity and organisational budgeted targets. Accordingly, your work requires tight, cross functional collaboration with Sales department and operations department, with close collaboration with Supply Planning and Production Planning. Being capable of building and maintaining effective and trusting relationships is therefore paramount in this pivotal position.

Brompton operates a lean manufacturing policy and bikes are produced to order, all year round. There is vast reliance upon suppliers to deliver parts on time. You must work closely with Supply Chain to provide reliable forecasting on special editions, critical options and parts and accessories.

While we are implementing the ERP, you will need to be able to evolve with our new systems, by building and following excel planning tool and testing our ERP environment to feedback any requested improvement. Therefore, Problem solving and continuous improvement shall be key feature of your role.

This is a role for someone who wants to roll their sleeves up and get stuck in. You will be the go to person in the Department and the right hand of the Sales Operations Manager. It is a role for someone who is keen to learn the full breadth of our company's activities and products, who is ready to progress in a role they are already sure-footed in, and who is excited by the potential of a long-term commitment to this fast-growing British success story.

## **Main duties**

- Forecasting
  - Aggregating demand forecasts from the distribution network and Sales Managers
  - Developing annual regional and national sales pipeline in-line with Company objectives
  - Ensuring rolling 18-month sales forecasting visibility
  - Challenging Account and territory managers on their forecast
  - Developing Monthly sales forecast accuracy and review by market and by product
  - Working with data, customers, sales team and Supply Chain to improve forecast accuracy
  - Follow-up special editions sales vs forecast.
- Sales Planning and Scheduling
  - Ensuring rolling 12-months sales planning to support business decisions
  - Ensuring Scheduling of demand and manufacturing supply is maintained in in-line with customer demand and in accordance with budget, to improve our efficiency
- Sales & Operations Planning
  - Maintain and improve Sales and Operations planning process of bikes and Parts and accessories with Supply Chain.
  - Coordinating new product and product phase out planning with stakeholders
- Others
  - Participating to daily operations meeting, providing feedback regarding global demand.
  - Preparing a variety of status reports in Excel and Word
  - Testing and contributing to constant development of current and new systems.

## **Personal Requirements**

### Essential

- A positive, can do attitude is essential for working at Brompton
- Bachelor or Master degree in Supply Chain
- Highly numerate logical thinker
- Must have excellent Microsoft Excel and analytical skills
- Market aware and commercially focussed
- Fluent English communication skills - both verbal and written, with a confident and professional manner
- Attention to detail and a willingness to dig down into details while retaining a sense of the broader picture
- Must be able to work under pressure

- Knowledge of supply chain models, forecasting, S&OP, capacity planning.
- 3 years' working experience in forecasting and S&OP activities
- Experience working with ERP
- Ability to work in a multicultural and multilingual environment
- Passionate, determined and resourceful
- Valid Passport

#### Desirable

- Power BI
- Capacity planning experience
- Another language is a plus, though not required (French/Spanish/Dutch/German)

#### Benefits

Brompton offers you a very excellent working environment with enthusiastic colleagues who get along very well, communicate and cooperate with each other. The working climate is informal, but we work hard. Next to good terms of employment Brompton offers you the opportunity to work in a responsible and challenging job within a dynamic, international and ambitious environment. We are all proud to be part of Brompton Bicycle; we all share the same passion and dedication to the company and embrace differences in cultural backgrounds and skills.

- Huge discount on your very own Brompton (family and friends get discount too)
- Position to thrive. Whether you're early in your career or an experienced professional, Brompton provides you with everything you need to excel in your job and for personal growth. You will be actively encouraged to increase your skillset and to attend relevant events
- 20 days holiday plus Bank Holidays, increasing the longer you stay with us
- Workplace Pension Scheme, Season Ticket Loan, Childcare Vouchers, Flexible Working, Cycle to Work Scheme to name just a few...
- Birthday Breakfast, Family Fun Days, Christmas Parties, London to Brighton Bike Rides, Charity Raffles, Volunteering with the local community all go towards creating a working environment that is fun and enriching

If you feel that you fit within the Brompton team spirit and you can bring talent, innovation and enthusiasm to our workforce then please email your CV and covering letter to the People team, at [recruitment@brompton.co.uk](mailto:recruitment@brompton.co.uk)

#### **Applicants must have the right to work in the United Kingdom.**

The Company reserves the right to vary or amend the duties and responsibilities of the post holder at any time according to the needs of the Company's business.

The statements contained in this job description reflect general details as necessary to describe the principal functions of this job, the level of knowledge and skill typically required and the scope of responsibility. It should not be considered an all-inclusive listing of work requirements. Individuals may perform other duties as assigned, including work in other functional areas to cover absences of relief, to equalize peak work periods or otherwise to balance the workload.