

EuroChem is one of the leading suppliers of fertilisers with a long-standing presence in over 30 countries in Europe. With our broad product portfolio, we offer crop nutrition solutions for every application, including field fertilisation, fertigation and foliar fertilisation. The EuroChem Group is vertically integrated, with activities ranging from mining to fertiliser production, logistics and distribution. The group operates production facilities around the world and employs more than 27,000 people worldwide. At the Mannheim site, around 75 employees work in a supply chain and sales organisation.

We are looking for a committed and qualified

Sales & Operations Planning Manager (m/f/d)

all gender identities are hereby explicitly addressed

Job Description:

The **Sales & Operations Planning Manager** will be a key “connector” and coordinator between production site, Product Managers (PM) as well as regional and local Sales Managers (SM). Being part of the regional Sales & Operations Planning (S&OP) European team an holistic responsibility for process, organisation and systems is required to professionally manage the Supply & Demand planning for all products, independent of whether produced in the region, imported or sourced locally. Objectivity, transparency & reliability of inputs from all functions involved will be key to ensure a single-source data-driven commercial decision making process.

Your tasks in details:

- Functionally lead commercial planning process for a selected group of products and/or a production site throughout the entire region ensuring an high performing S&OP process
- Drive the regional S&OP process to support meeting objectives on sales and other relevant supply chain performance measures (e.g. operational and capital cost, production capacity utilization, inventory turnover rate)
- Regular interface with PM, regional & local SM to ensure continuous product movement through the chain:
 - Operational planning delivery: Support PMs in steering and monitoring the product allocation and delivery execution process across the region ensuring strong coordination with Customer Service and SC Execution
 - Analysis of planned sales: Checking plausibility, determining surpluses and shortfalls compared to production capacities, derive corrections & moderate discussions to agree on sales plan adjustments with the PM & SM
 - Inventory management to ensure accurate preparation of regional Production-Shipments-Plan and setting up quotas (delivery commitments to market or sales units) as operational framework for Sales & SC Execution
 - Ensuring the schedule of a rolling monthly planning: Scheduling and monitoring of individual planning steps
 - Proactive monitoring respectively tracking of actual vs. planned quantities and timely initiation of necessary corrective actions in the event of bottlenecks in the supply chain
- Management of the inflows and outflows of the external production relief warehouses as well as the initiation of warehouse additions
- Proactively identify and report Supply Chain optimisation potential also from a financial perspective

Your qualification:

- Successfully graduated in Business Administration with specialisation in Logistics/Materials Management or Economics (Mathematics with a financial perspective) or any other comparable education
- Several years' professional experience in the Supply Chain function as well as Supply Chain optimisation from a financial perspective
- Very good process, customer and service orientation and very good analytical and conceptual skills
- Pronounced and goal-oriented problem-solving competence
- Hands-on mentality to resolve bottleneck situations
- Stress resistant and able to work under time pressure
- Experience in dealing with change management in order to react flexible to changing terms and conditions
- Strong communication skills and assertiveness coupled with the necessary interpersonal sensitivity
- Fluent English verbal and written language skills, further languages like German would be an advantage
- IT affinity and knowledge of MS-Office software especially good and applicable Excel knowledge

Like to work independently and on your own responsibility? Entrepreneurial thinking and acting is a matter of course for you? Then we should get to know each other! Please send your detailed CV in English to Human Resources, attention Andreas Wagner Andreas.Wagner@eurochemgroup.com