

## Basics

Job Title Sales and Operations, Demand Planner  
Reports To Supply Chain Manager  
FLSA Status Exempt  
Direct Reports No

## About Mizuno

Mizuno USA's roots trace back to its parent company, Mizuno Corporation. Mizuno Corporation was established in Osaka, Japan in 1906 by Rihachi Mizuno. Today, Mizuno USA is located in Peachtree Corners, GA and continues to manufacture and distribute high quality golf, baseball, softball, running, track & field, and volleyball equipment, along with apparel and footwear.

Since our founding, we have taken special pride and pleasure in being able to participate in the exciting world of sports and providing sports equipment of the highest quality. Each and every one of us is guided by the ideal of true sportsmanship. That was true over 100 years ago and is still true today. It is evident in our corporate philosophy which, simply stated, is "Contributing to society through the advancement of sporting goods and the promotion of sports."

Are you a competitor driven by overcoming extraordinary challenges? Are you motivated by being a critical team member? Do you aspire to join a brand that makes a difference in the communities we serve? Mizuno USA is seeking top performers like you carry on the legacy of one of the world's most iconic sporting goods brands.

Every Mizuno USA teammate is a champion of our Mission and commitment to one another and athletes everywhere as they strive for ultimate achievement at every level of competition. Let us know if you're game-ready!

## Summary

The responsibilities of the Demand Planner include sales forecasting at the product and customer level, as well as inventory analysis and management. This position works closely with business unit managers and other key stakeholders, and is responsible for continuously improving forecasting models, leveraging qualitative and quantitative analytics.

## Essential Duties and Responsibilities

The Demand Planner's areas of responsibility include:

- Forecast Management... use statistical and historical trends, demand drivers, and institutional knowledge to develop and maintain demand forecasts at multiple levels of aggregations for 12+ month periods, to support the Sales & Operation process.
- Product Management... together with Brand Managers, the Demand Planner manages the product portfolio, including life cycle management, product segmentation, and SKU rationalization.

- Inventory Management... develop inventory targets, safety stock, and re-order points to optimize inventory turns and service levels, closely monitoring the health of the inventory and resolving product shortages and slow-moving, aged, or excess inventory.
- Sales and Operations Meetings... lead periodic demand meetings to develop consensus-based constrained/unconstrained sales volume plans and document changes in demand from demand drivers and other assignable causes.

The Demand Planner will perform specific tasks like the following:

- Work closely with Brand Managers to ensure on-time launch of new products
- Monitor product life cycle milestones upstream (product creation) and downstream (stocking type management) and ensure timely set-up of new models in JD Edwards and DSX (Demand Solutions planning software)
- Develop and maintain planning parameters (e.g. successor/predecessor relationships, inventory targets, safety stock/time, re-order points)
- Develop, in collaboration with the Brand Managers, a sales forecast at the style/style color/SKU level by analyzing historical trends, and make appropriate revisions to the plans based on vs. actual sales patterns
- Evaluate forecast performance and provide recommendations for corrective actions
- Balance supply and demand by reflecting constraints into the sales plan and communicate product shortages to Marketing and Sales
- Review with the Brand Managers and Sales the excess inventory issues
- Use and maintain DSX (Demand Solutions planning software) as the primary forecasting system tool

### **Qualifications**

- Bachelor's Degree in Business with a concentration in Sales and Operations Planning or Supply Chain Management, or equivalent combination of education and experience
- Minimum of 5 years of relevant experience
- Experience in a consumer goods and/or sporting goods environment preferred
- Experience in an import environment
- Experience in a high SKU environment (800-1,000 styles)
- Demand Solutions and JDE experience desired
- Demonstrated results in forecast management activities
- Strong analytical and critical thinking ability is a must
- Strong interpersonal skills with the ability to influence without authority, gain buy-in, resolve conflict, and drive consensus
- Ability to communicate effectively verbally and in writing with internal/external parties
- Commitment to playing as a supportive team in a multi-cultural environment

### **Physical Demands/Essential Functions**

- Prolonged periods sitting at a desk and working on a computer in an open office environment.
  - Must be able to lift up to 15 pounds at times.
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*Whenever possible, Mizuno USA, Inc. strives to promote from within if the skills and necessary qualifications meet the requirements for the position. Internal and external candidates will be considered for the position and the best candidate will be hired.*

*Mizuno USA, Inc. is an Equal Opportunity Employer: All qualified applicants will receive consideration for employment and will not be discriminated against based on their race, gender, disability, veteran status or other protected classification.*

EOE M/F/D/V

Visit <https://www.careers-mizunousa.com/jobs> to apply, or send your resume and cover letter to [mizunocareers@mizunousa.com](mailto:mizunocareers@mizunousa.com) and include the Job Title in the Subject line.