

Turkey Jobs Expertini®

Sales Planner Expert

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Company: Bosch

Location: İstanbul

Category: other-general

Job Description

This position will do the sales planning for Gasoline, RM and Steering products, improve the customer service level for this product groups and deep dive to decrease the CBL. Prepare, conduct and actively steer S&OP processes to achieve consensus for successful “Sales Planning” via collaboration with several internal and external stakeholders (Marketing, sales, customers, physical logistics, etc.)

Highlight gaps in the sales plan and make sure that necessary actions are taken by related stakeholders

Monitoring and driving KPI's (Forecast Bias & Accuracy, Customer Service KPI's, Stock-on-hand days, Business Plans) including root cause analysis and solutions

Ensuring the company regulations are completely fulfilled in customer supply chain processes with monthly Monitoring (auto reporting) and driving KPI's including root cause analysis and digital solutions

Proactively suggesting and addressing solutions for customer service requirements

Driving logistic solution implementation and initial solution adoption

Implementing best practices and business processes in Automotive Aftermarket logistic including new tools and digital solutions

Collaborate with Services and Partners to help accelerate

Orchestrate success system resources to accomplish customer's desired outcomes

Regular and systematic follow-up of customer backlogs and the main root causes behind it.

Proactively addressing improvement opportunities

Qualifications

5+ years in a senior customer facing role

Bachelor's degree in engineering

Superior written and verbal business English communication skills, including a demonstrated ability to effectively deliver information

Experience working with current technologies

Self-motivated problem solver who thrives in a dynamic and customer-focused environment

Strong organizational and troubleshooting skills with attention to detail

Demonstrated ability to maintain composure in stressful situations, respond to customer needs quickly and effectively, and adaptive to change

Strong statistical knowledge, highly analytical, technically proficient, and able to learn new tools and software quickly

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