

Birkenstock Americas
Job Description

<u>Job Title:</u>	Manager Planning (Direct to Consumer)
<u>Reports To:</u>	Sr. Manager Omni Merchandise
<u>Location:</u>	NYC or TBD
<u>Territory:</u>	Americas
<u>Position Type:</u>	Regular, F/T with benefits – Exempt
<u>Salary:</u>	\$80k-\$90k

Overview

The Manager of Planning (Direct to Consumer) is responsible for developing and maintaining channel and SKU level forecasts for retail and digital with an emphasis on forecast accuracy to maximize sales and optimize inventory levels. The ideal candidate is highly analytical, detail-oriented and can develop processes to ensure growth and the ongoing strong demand for Birkenstock products.

Responsibilities

- Develop and manage an accurate demand forecast at the category, collection and SKU level for all core and seasonal items to ensure optimized inventory levels.
- Forecast category level revenue by quarter to tie into 5-year plans with focus on growth opportunities.
- Forecast and order all replenishment of core products throughout the year.
- Review available inventory provided by Import Planning Manager weekly to schedule product deliveries.
- Partner with Operations team to develop rolling plan for inbound inventory and prioritization of shipments.
- Analyze historical sales data to achieve continuous improvement in demand plan accuracy.
- Manages all replenishment and bulk orders to insure key accounts will be in core business through the season.
- Work closely with inventory and imports team to optimize stock levels through single view of inventory.
- Actively innovate and provide insights into how to better the planning process.
- Achieve sales, margin and inventory goals through assortment strategy.
- Partner with merchandising team to help manage sell in, sell thru and inventory - review closely with teams to monitor stock levels and sales by location.
- Participates as an active member of the Retail and Digital/E-Comm teams including group meetings, phone calls, sales meetings, regional shows and related, as requested or needed.

Position Requirements/Qualifications

- Bachelor's degree (B.A. /B.S.) from four-year college or university
- Minimum of 4 Years in Buying/ Planning office in Omni-Channel environment
- Experience with department stores preferred
- Strong background in retail analysis in addition to open to buy and retail profitability understanding
- Intermediate level or better proficiency in Microsoft Excel- ability to create and work with pivot tables
- Strong writing, organizational, and presentation skills
- Capability to innovate new process and execute fully
- Independent with the ability to be a strong team player and collaborate work with remote partners
- Ability to travel as needed for key meetings and/or any other needs as determined by Birkenstock
- Able to work a flexible schedule to include occasional weekends and holidays
- Valid driver's license and acceptable motor vehicle record
- Must be able to lift and carry sample bags weighing up to 25 pounds

Please send resumes to kramos@birkenstockusa.com subject line should read "Manager Planning"

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